NATIONAL PETROLEUM NEWS

Vol. 42 October 18, 1950 No. 42

DRIVEWAY AT RIGHT WAS ADDED after this Shell experimental multi-pump had been in operation for several weeks. The station is on East Shore Highway on the Oakland side of the San Francisco-Oakland Bay Bridge. This highway is a funnel for the heavy traffic over this famous bridge.

Exclusive NPN Report on:

Multi-Pump Stations—Today and Tomorrow

Many oil men consider the trend to multi-pump service stations the most significant gasoline marketing development in recent years. There is considerable disagreement within the industry, and even within companies, as to where and how multi-pumps should be built and operated, and how they will affect oil marketing. In order to provide readers with first-hand information on current multi-pump planning and operation, NATIONAL PETROLEUM NEWS is presenting in this issue the first in a series of four full-length illustrated articles on what the multi-pump is today, and what it may be in the future. See p. 18.

THE 300!

Serving Particular Oil Men In Every State of the Union

Morrison
Fig. 300

Features of the Outstanding 300

Compound trigger action assuring smooth, controlled flow at all times, regardless of pressure. Oversized packing rings give extra long leak-proof service.

Trigger guard easily replaced in case of damage. Curved tubing spout locks in any desired position.

MORRISON BROS. COMPANY
OIL EQUIPMENT HEADQUARTERS
DUBUQUE, IOWA

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"TWO GALLONS OF TODAY'S GASOLINE WILL DO THE WORK OF THREE GALLONS OF 1925 GASOLINE

—yet the price* per gallon is about the same!"

Here's a fact that everyone of us in the oil industry can well be proud of.

By any measure of gasoline value—performance, ton-mileage, engine economy—today's top-quality gasolines improved with antiknock fluid give the motorist, the farmer and the trucker about 50% greater value per gallon than the gasoline he bought in 1925.

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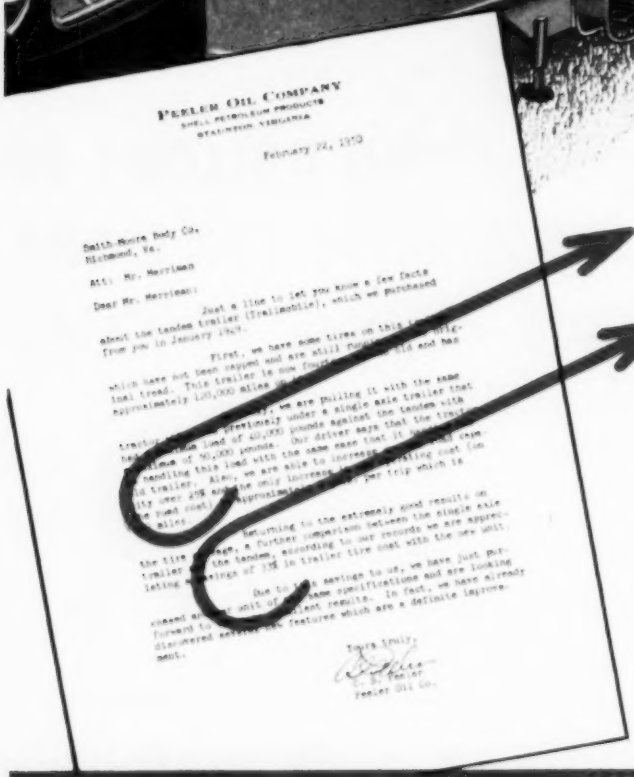
*Excluding taxes.

ETHYL CORPORATION, *New York 17, N. Y.*

OIL PROGRESS WEEK
October 15-21

C. S. PEELER, PRESIDENT, PEELER OIL CO., TELLS . . .

WHY THE TREND IS TO



PEELER OIL COMPANY
SHELL PETROLEUM PRODUCTS
STAUNTON, VIRGINIA

February 24, 1950

Smith-Moore Body Co.
Richmond, Va.

Att: Mr. Merriman

Dear Mr. Merriman:

Just a line to let you know a few facts about the tandem trailer (Trailmobile), which we purchased from you in January 1947.

First, we have some tires on this trailer which have not been repaired and are still [illegible] and has approximately 120,000 miles [illegible] tread. This trailer is now [illegible]

[illegible] we are pulling it with the same [illegible] load of 40,000 pounds. Our driver says that the tandem [illegible] handling this load with the same ease that it [illegible] the tandem with [illegible] trailer. Also, we are able to increase [illegible] ity over 20% [illegible] the only increase [illegible] per trip which is [illegible] miles.

Returning to the extremely good results on the tire [illegible], a further comparison between the single axle trailer [illegible] the tandem, according to our records we are appreciating savings of 33% in trailer tire cost with the new unit.

Due to [illegible] same specifications and are looking forward to [illegible] unit of [illegible] results. In fact, we have already discovered [illegible] features which are a definite improvement.

Yours truly,

C. S. Peeler
Peeler Oil Co.

payload increased...

tire cost cut 33%

HARD facts like those in Mr. Peeler's letter are creating a big swing to Trailmobile among trailer owners countrywide!

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NATIONAL PETROLEUM NEWS

Vol. 42—No. 42 | Established 1909 | October 18, 1950

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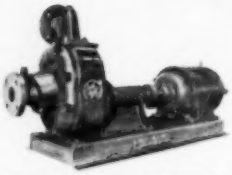

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Write the Marlow factory for complete information and the name of the Marlow dealer nearest you.

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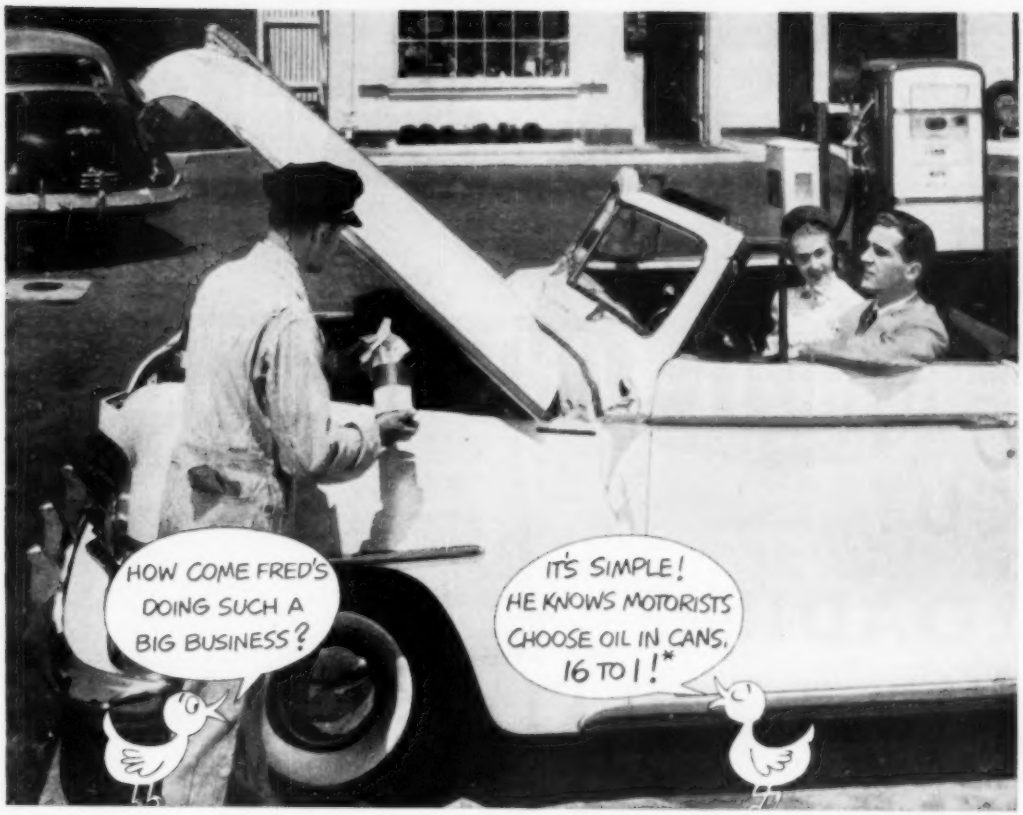
MARLOW PUMPS 598 GREENWOOD AVENUE RIDGEWOOD, NEW JERSEY

MANUFACTURERS OF QUALITY PUMPS SINCE 1924



Show off your brand name where it counts the most

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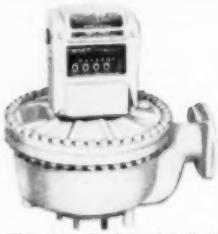
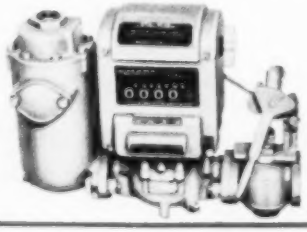
At the dispatcher's finger tips is a row of Red Seal remote control, ticket-printing registers. Each is accurately synchronized with one of the standard registers on the loading rack meters. No product can be drawn from any loading arm until the dispatcher has inserted a ticket and cleared the proper register.

If you want this close control, speed, and accurate accounting — with meters that *sustain* accuracy over millions of gallons — ask your engineers about including the new Red Seal Remote Control Meter Master System in your plans for more profitable bulk plants.



There's a Red Seal Bulk Plant or Tank Truck meter for every use. See the improved Auto-Stop quantity control and Print-O-Meter ticket printing registers.



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AHEAD OF THE NEWS

JOBBER FUEL OIL SURVEY—Jobbers throughout the nation are being surveyed by National Oil Jobbers Council to determine how they stand in the touchy fuel oil picture this winter. Questionnaires are being mailed by secretaries of various state jobber associations, and findings will be presented and compiled at the NOJC meeting in Chicago Nov. 2 and 3. Questionnaire to jobbers asks: Whether suppliers are allocating fuel oil; how much the jobber and his customers have in storage; whether jobber anticipates increase or decline in amounts of fuel oil available to him; whether jobber has written-in guaranteed margin on gasoline and fuel oil; what his margins were for gasoline and fuel oil in 1947, and what his margins are today. Officers of NOJC believe information assembled through this survey will provide them with powerful ammunition to protect, if necessary, jobber's fuel oil requirements and adequate margin.

• • •

HOW MUCH STEEL?—National Production Authority is preparing a strong challenge to National Petroleum Council's estimate of an oil and gas industry steel requirement of 11,650,000 tons in 1951. Its steel officials say the figure is "fantastic"; they argue that not even in the peak year to date did actual consumption approach anything like that total, and then only in combination with mining and water usage. They are reported thinking, as a result, of slicing oil's share of the 1951 steel pie far thinner than what NPC insists will be necessary to meet a 1951 oil demand which, if Interior Department is right, could approximate 7,100,000 b/d.

• • •

VISITING FIREMEN—Something new will be added at the annual convention of the South Dakota Independent Oil Men's Assn. in Aberdeen next week when a group of members from the neighboring Northwest Petroleum Assn. will hold down a featured spot on the convention program. Six or seven leading jobbers from Minnesota and North Dakota will participate in a panel discussion on "Bulk Plant Operations." They first put on the panel at Northwest's summer business conference in Duluth last June, and it proved so successful there, that officers of the South Dakota group decided they wanted an opportunity to hear the discussion. This is believed to be one of the first times—if not the first—that members of one association participated as a group in the convention program of a neighboring association, and well might set a new trend in convention programming.

TRUCKERS GIRD—The trucking industry is gearing up to land new haymaker blows in its pitched battle with the railroads for public good will and support. Latest move is the appointment, by American Trucking Assns., Inc., of three public relations field representatives, who'll perform liaison services between the national organization and the state associations and trucking companies, as the industry expands its program to promote highway safety and courtesy, promote various special events such as truck rodeos, and present the trucking industry's story to shippers and the general public. Incidentally, one point which tank truckers most certainly can be expected to capitalize on is the observation made recently by an Interstate Commerce Commission examiner—in ruling on a rate fight in the Illinois Freight Assn. territory—to the effect that tank truck oil hauling is safer than rail hauling because of less product handling.

• • •

CO-OP STUDIES—A staff report on the tax status of marketing and consumer co-operatives has just about been completed by the Joint Congressional Committee on Internal Revenue Taxation. The report likely will not take a position, one way or another, but will set out the means to be followed if the tax-bill-writing committees on Capitol Hill decide to boost government revenues by taxing the co-ops.

• • •

DEMOCRATIC ACTION—Reason only six of the state jobber associations have approved their share of financing the appointment of a counsel in Washington—Otis Ellis—is that the National Oil Jobbers Council wants the approval of the entire association rather than a board of directors action. Council wants all Independents to understand why a counsel is needed and to feel that Mr. Ellis represents each and every one of them. As fall and winter meetings come up, favorable action by the other associations is anticipated.

• • •

JOBBER REPRESENTATION—Look for more Independents to come forward and offer their services on oil defense committees. Jobber leaders are acquainting the Independent with the need for him to become actively interested in the affairs of both government and industry committees. It is expected that some tangible work will have been accomplished by the next time the jobber council meets.

THE **REACH** OF A GIRAFFE

THE **ENDURANCE** OF A CAMEL

THE **STRENGTH** OF AN ELEPHANT

HYSTER KARRY KRANE

- Pneumatic tires—works anywhere indoors or outdoors.
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WASHINGTON

300-Man PAD Staff Is Paper Agency; Skeleton Crew Only Is Needed Now

By Herbert A. Yocom, Washington Editor

Unless we get in a still bigger slugging match with the Reds, it'll be a long, long time before the Petroleum Administration for Defense has to build up its staff to the point of having 300 or more workers on the payroll.

The truth is that, the way things are going now, there's simply no justification for having more than a skeleton crew on the job. This fact is recognized by those in charge of PAD, including Secretary Chapman. While they may talk of a 300-man agency by early January, they are thinking actually in terms of a paper-organization only; of the sort of line-up that would be needed if, after Korea, we have to take on the Chinese Commies, say.

So, if you read one of these days that the Budget Bureau has allocated $500,000 or so to PAD as the sum needed to meet a 300-man payroll, recognize it as being a strictly readiness measure, because PAD hasn't the slightest idea of building up to that strength until, and unless, it absolutely is necessary.

* * *

NOTE: At this stage of the game, PAD is concerned primarily with aviation gasoline. But it is becoming increasingly worried over the difficulties being encountered by the industry in obtaining its requirements of essential materials (for example, tubular goods, tonnage and containers), and is planning to move in shortly on this problem, too. Industry manpower in relation to the military also is a field due for early attention.

* * *

For quite a spell now, Mr. Frank Edwards, the official radio commentator of the American Federation of Labor, has been making the practice of devoting a portion of almost each of his broadcasts to a vilification of the petroleum industry.

The reason is not clear, unless these denunciations fit into the seeming central purpose of painting all industrial management—meaning big management—in the blackest possible terms, and thereby make political capital for the AFL's beloved Fair Deal. In any event, Mr. Edwards' remarks with reference to oil smack of a smear campaign, in which the venom put on display is exceeded only by a reckless disregard for the truth.

The Oct. 9 comments of this official AFL radio spokesman are a striking example of the sort of things he has been saying and undoubtedly will be saying again more frequently as events move closer to the next great showdown on Nov. 7. Harken to Edwards as he scatters his mud through the ether:

"Washington — Exclusive — There is already a shortage of aviation gas. The big oil companies want the government to build expensive aviation gas units in their plants, like we did before, where big oil can swallow them up later. Uncle Sam can save millions by putting the aviation gas units in small oil refineries. Watch what happens."

The wonder is, who could be feeding Edwards the stuff out of which he manufactures such nonsense. Dollars to doughnuts he just doesn't dream it up, although it sure sounds that way.

* * *

Regardless of how the Supreme Court decides the FTC-Indiana Standard Detroit case, there is one thing its decision won't do, and that is settle the basic conflict between the Sherman and the Clayton antitrust acts.

The one law aims to promote more and more vigorous competition to the end that the consumer will pay less and less for what he buys. The other protects sellers, with results not exactly beneficial to the state of the consumer's purse. The Detroit case spotlights this obvious conflict in dramatic manner, yet, because Congress has said this is the way it shall be the court is in the unenviable position of being able to do nothing about it, much as some of the justices evidently would like to.

One of these is Mr. Justice Jackson, who observed almost plaintively during the re-arguments last week that this lack of uniformity in our antitrust laws just doesn't make sense.

"We have (he said) vacillated and oscillated between the NRA theory (of price maintenance) and the Sherman Act. . . . I don't know what the businessmen do who have to decide this question every day."

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The same fine characteristics that contribute to the long, service-free life of Bennett Gasoline Pumps are inherent in an extensive line of barrel pumps — Illustrated, Model 606, quart measuring.

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Lightweight Drums for Chemical and Powdered materials

Steel Pails for Foods, Chemicals, Oils—1-10 gal. capacities

Left: Representative samples of J&L's complete line of steel shipping pails showing (top to bottom) the ring seal, closed head and lug covers.

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Each container is carefully tested to detect any possible leak or defect. The result—your products arrive at their destination in good condition—attractively packaged to catch the customer's eye.

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3. Cities Service products are noted for top quality that strengthens station reputation . . . develops repeat business . . . keeps boosting your volume.

4. With the complete Cities Service line—including fast-moving, long-profit TBA items—you can sell not only the automotive market, but also farmers and operators of off-the-road equipment.

Best of all, say Cities Service dealers, they can depend on full teamwork . . . intimate, practical, sympathetic help—whether it's a matter of fitting up the most attractive station, keeping records properly, or putting on a neighborhood sales campaign. That's the spirit of Cities Service . . . to make progress by helping YOU PROFIT MORE. Get the facts from the nearest Cities Service district office.

CITIES SERVICE

East Coast Heating Oil Stocks Seen Lagging 9.5 Million Bbls. Behind 1949

Latest figures indicate that industry stocks of kerosine and heating oils on the East Coast are about 9,500,000 bbls. under what they were at the beginning of last winter, Esso Standard said in a statement issued Oct. 13.

"If these stocks are to be built to last year's levels by the start of the heavy consuming season, they must be increased at the rate of nearly two million bbls. per week, which is more than twice the rate at which the accumulation of stocks has heretofore taken place during summer and early autumn," company said.

As result of this situation, Esso reduced its cargo, barge, tank car and tank wagon prices of gasoline in varying amounts up to 0.3c per gal. at the U.S. Gulf and immediately adjacent points as a means of encouraging refiners to increase distillate yield and lower gasoline yield.

"This shift in yields must be made to meet the heating oil demand of a normal or colder-than-normal winter" on the East Coast, Esso warned.

Still Below 1949—Distillate fuel inventories for U.S. as a whole continued to gain during the week ended Oct. 7, as shown by API's report of refinery operations, but at 78,601,000 bbls. these stocks were still 7,199,000 bbls. below the comparable 1949 week.

Refiners' crude runs to still during the week continued within 106,000 b/d of the all-time record high of 6,197,000 b/d established during the week ended Aug. 26. Output of all four principal finished petroleum products, however, declined for week as compared to the week ended Sept. 30.

Summary of API report follows:

(U. S. Total—B. of M. Basis)

Production	Week Ended Oct. 7	Week Ended Sept. 30	Increase or Decrease
	(Thousands of bbls.)		
Crude runs—daily avg.	6,091	6,051	+ 40
Foreign crude incl.	517	475	+ 42
Percent operated	98.6	96.1	+2.5
Gasoline	19,259	19,624	—365
Kerosine	2,240	2,471	—231
Gas oil & dist. fuel	8,449	8,460	—11
Residual fuel oil	8,156	8,306	—150
Stocks			
Finished & unfinished gasoline	103,700	104,382	—682
Kerosine	28,170	27,449	+721
Gas oil & dist. fuel	78,601	76,734	+1,867
Residual fuel oil	42,213	42,330	—117

Waverly Refining Ends—The 70-year-old Waverly Oil Works Co. at Pittsburgh ceased running crude oil to stills at its refinery last week and on completion of processing of last of runs into finished products prepared to turn physical possession of the refinery site over to the Pennzoil Co. about Oct. 16.

Pennzoil, which purchased the plant last July (see NPN July 26, p. 41), will use the refinery site for a bulk plant and terminal.

Waverly will continue as a manufacturer and marketer of industrial oils and greases and as a production company. S. M. Vockel, Waverly president, told NPN that in addition to operating the grease plant, the company might go into the oil compounding business, if it obtains a site. Waverly has some production in Pennsylvania and West Virginia, but most of its producing properties are in Ohio.

Aircraft Picture Changing—Within the next 10 years "there will be no piston-engined aircraft in air transport except on short local routes," the chairman of British European Airways, Lord Douglas of Kirtleside, said in a New York talk Oct. 11.

Lord Douglas declared that the piston engine in aircraft already is obsolescent. He noted that even with their high fuel consumption, it is still possible to operate today's propeller turbine aircraft profitably.

"On B.E.A.'s longer routes, which are about 900 miles in length, our assessment is that our direct operating costs will be some 20% less than for a piston-engined airplane. On shorter routes the aircraft that we shall operate will not show such a large advantage for a number of involved reasons related to the detailed design and the cruising procedures which are necessary," he explained.

"It is important to remember that fuel prices are going to have a very important influence on the use of propeller turbines and an even more important influence on jet aircraft. We are at a disadvantage in Europe in that our fuel prices are substantially higher than yours—and also more heavily taxed—and the importance of this item on our budget is relatively greater than it is with you," Lord Douglas said.

Under present circumstances the pure jet aircraft's field of application lies in large-sized ships operating at ranges from 800 to 1,500 miles, he said.

More Diesels—New York Central Railroad has ordered 200 Diesel-electric locomotive units costing about $31 million, the largest locomotive order ever placed by the road.

Order includes 130 road switchers, 46 road freight units, 20 yard switchers, and four road passenger units. When deliveries are completed during the third quarter of 1951, New York Central and its affiliated railroads will have a total of 1,255 Diesel-electric units.

Imports Hike—Imports of crude and products during August averaged 842,000 b/d, rising almost 94,000 b/d over the July rate of 748,000 b/d.

An NPN compilation of Census Bureau statistics released Oct. 12 showed that crude, alone, climbed almost 75,000 b/d during August to an average of 497,600 b/d, while residual oil imports rose to 300,400 b/d from July mark of 274,500 b/d.

Venezuela was chiefly responsible for the increased crude import rate.

Japanese Refineries—Rehabilitation of nine Japanese refineries on its East or Pacific Coast has been virtually completed, and this output coupled with that of "indigenous" refineries, meets the minimum requirements of the Japanese economy, except for gas oil and lubricating oil.

This is the essence of an analysis made by J. K. Kelsey of Standard-Vacuum Oil Co., New York, who served from February through August this year as refining consultant with the Supreme Command of the Allied Powers.

As for gas oil, Mr. Kelsey said, requirements should be covered in the near future if refinery prices are "rationally" revised to correct the discrepancy between gas oil and light Diesel oil. He indicated that the lube oil shortage might be relieved if one or more of the nine refineries would substitute contact filtration for contact re-run plants.

A cycling plant of undisclosed size near Alvin, Tex., is planned by Phillips Petroleum Co., at an estimated cost of about $5 million.

The new 35,000 b/d refinery of Sinclair Oil & Refining Co. at Puerto de la Cruz, Venezuela, is now on stream. The plant is processing Santa Barbara type crude, being served by a 100-mile 50,000 b/d pipe line from Santa Barbara field connecting with other East Venezuelan producing areas.

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Two examples are shown here.

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(Right) This 1,500-gal. tank is an unusually compact and well-proportioned unit providing twice the capacity on a short 131-in. wheelbase. Popular for shorter hauls and greater payload per trip for more profitable service station deliveries. A BIG tank that looks small. Many marketers buy one to replace two old units, reducing operating overhead.

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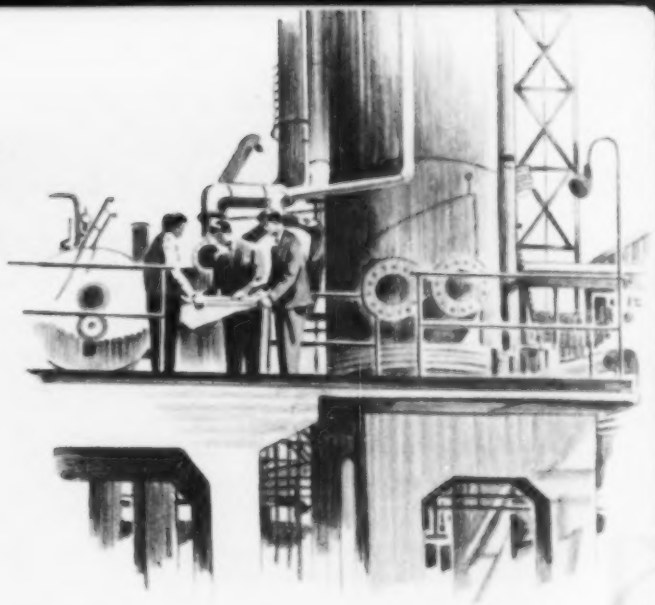

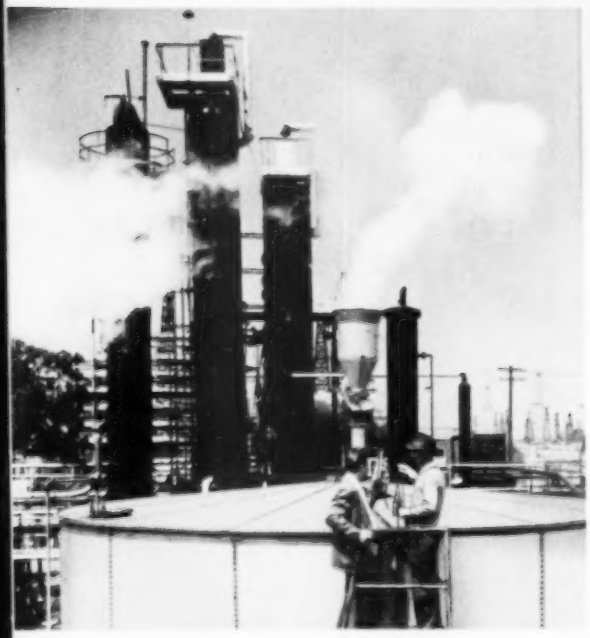

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NATIONAL PETROLEUM NEWS

Vol. 42, No. 42 October 18, 1950

Oil Men Agree:

MULTI-PUMPS ARE HERE TO STAY

But... Industry Still Seeks Answers to Questions They Raise:

Full Service?	How Many Pumps?	Management?
Semi-Service?	Effect on Conventionals?	Gallonage?
Self-Serve?	Layout Plan?	Location?

Exclusive Report by NPN

This is the first of a series of four articles on multiple pump service stations, written by Paul Wollstadt, News Editor of NATIONAL PETROLEUM NEWS. To get information for this series, Mr. Wollstadt made an 8,000-mile tour of the country and Frank C. Sturtevant of the NPN news staff traveled 5,000 miles, interviewing marketing executives in companies of all sizes and observing multi-pump station operations. This material then was supplemented by reports from other NPN staff members and special correspondents.

The series opens with the first article telling of the great growth of multi-pumps, tracing briefly the history of them, discussing some of the problems they present and analyzing the reasons for the trend. Subsequent articles in the series will cover these topics: "What Makes the Multi-Pump Tick?", "Location and Facilities for a Multi-Pump," and "Management of the Multi-Pump."

Oil companies, large and small, unfolded extensive information about their plans for the future of these stations in order to make this discussion as valuable as possible to them and to the industry because most of them consider that current developments regarding the multi-pumps are experiments in a highly important marketing trend.

TIDE WATER ASSOCIATED has this station at 201 South Arroyo Blvd. in Pasadena, Calif. This arterial channels traffic to the Pasadena-Los Angeles freeway. The station was once a private brand self serve, but now gives full service

Most Major Companies Planning Multi-Pumps: Reduction in Operating Cost Spurs Actions

By PAUL WOLLSTADT
News Editor of NPN

The rapidly growing interest in multiple pump service stations is probably the most important development in gasoline marketing in at least a dozen years.

No longer is the multi-pump confined to private brand marketing. Practically every major oil company either has built or is in some stage of planning experimental multi-pump stations.

Including the many multi-pumps that long have been important factors in Midwest marketing and the some 400 self-serves on the West Coast, there are probably about 800 multi-pump stations all across the country from California to New Jersey. But the significant thing is that the number is increasing rapidly, and their design is changing as companies discover new ideas in their construction and operation. For the most part they are the result of highly concentrated gallonage in thickly-populated areas. The idea is no passing fad. Large stations of this type are here to stay.

(For the purpose of this series of articles, a multi-pump is defined as a station constructed especially to meet each of the following standards —three or more pump islands, the appearance of openness, easy access from street or highway and a gallonage potential of at least 40,000 per month.)

Majors Planning Big Stations

Of the 14 major oil companies interviewed by NATIONAL PETROLEUM NEWS during this survey, all but one either have or soon will have its brand flag flying at several multi-pump stations. Most of the six majors not reached in the survey are understood to have similar plans.

Generally, the majors are not considering self-serve multi-pumps but just larger stations of new design. Two of them, however, are seriously studying the possibility of having self-service eventually at some outlets.

Interest in multi-pumps—self-serve and otherwise—on the part of private brand marketers is as great, if not greater, than ever.

The fundamental reasons for this virtually industry-wide interest in multi-pump stations are simple. Price competition is compelling every marketer to look at every item of cost. In a location where there is big potential gallonage, the multi-pump provides opportunities for reduction in the cost per gallon of building the station, of operating it and of making deliveries to it. Moreover, the large, open, easy-to-drive-into station seems to have a growing appeal to the public in this era of mass merchandising.

But if expression of the basic reasons is simple, that's where the simplicity ends. The trend presents dozens of problems, including the future of conventional stations (2 to 6 and 8 pumps) in which millions of dollars are invested.

Even the strongest advocate of the multi-pumps is not yet ready to cash in the neighborhood conventional station chips. Everyone interviewed believes that the better conventionals will continue to dispense a substantial portion of the total gallonage for many years to come.

But the multi-pump trend is having an effect on the thinking about con-

MAP OF SAN FRANCISCO-OAKLAND area shows location of seven stations which are illustrated in this and other articles of the multi-pump series. Note that all of these stations are located on heavy traffic arterials. No. 1—Redwood Stations, which has two stations, one on each side of the highway; No. 2—Standard Stations, Inc.; No. 3, 4 and 5—Shell, Richfield and Craig Oil stations; No. 6—Hancock self-serve; No. 7—Gring self-serve. The Shell station is pictured on the front cover of this issue. The Redwood station is shown on page 21, the Standard and Richfield stations on page 22, the Hancock on page 23. The Craig and Gring station will illustrate subsequent articles in the series

ventionals—that they should be considered in terms of higher average gallonage than in the past, that new ones should include such features of multi-pumps as greater ease of entrance, that they will have to offer neighborhood service of highest quality to keep the potential customer from stopping at multi-pump on the way home from his office or the factory where he works.

There might well be three kinds of stations in the future:

1. The neighborhood conventional doing 15,000 to 20,000 gals. per month.

2. The multi-pump on important streets, especially those leading to suburban residential areas, giving most or perhaps full service.

3. The multi-pump on the busiest arterials, having partial service available, but primarily interested in quick dispensing of gasoline.

Multi-Pumps Create Problems

Here are a few of the other problems arising from the multi-pump trend which will be discussed in detail in subsequent articles in this series:

1. How much of the appeal of multi-pump is price? A great majority of the multi-pumps now in operation sell at a cut-rate, so it is difficult to tell at this stage whether a large station, even in a good location, can attract enough gallonage to pay its way unless it offers the motorist some price inducement. (This point will be discussed in detail in the second article—Oct. 25 NPN).

2. Where should a multi-pump be located and how much property is needed to achieve the goals of ease of entrance and appearance of openness? (Third article—Nov. 1.)

3. What facilities are needed at a multi-pump and what are the problems of laying out a big station? (Third article—Nov. 1.)

4. How much service should be given and what products should be sold at a multi-pump? (Third article—Nov. 1.)

5. What are the special problems of management and personnel with multi-pump stations? (Fourth article—Nov. 8.)

The need to find answers to questions such as these has inspired what is probably the most scientific approach to gasoline marketing operations and facilities in the history of the industry. Every person interviewed by NPN in this survey is thinking in terms of experimentation. Even men who ordinarily are most positive in their opinions are saying: "We're not sure of this" or "We're going to try it this way and that way" or "This is an experiment."

The word "experiment" came into the conversation more times in the four weeks of interviewing about multi-pumps than in five years of conversation on other subjects.

For example, there is the question of whether pump islands should be parallel to the street, vertical to the street or at a 45 or 60 degree angle. One company is building an experimental multi-pump with piping under the concrete mat arranged three different ways so that the location of the islands can be changed by merely knocking out intentionally lightly-built islands without having to tear up the driveway. Another is making flexible connections from the driveway to the pumps and building special islands which can be changed at will from parallel to vertical or angle.

Another example of the experimental approach is a company which heretofore has considered it wise to build a minimum of 50 stations from each basic layout. This company now is purposely building each of its multi-pumps different so as to try out a maximum number of ideas.

Operations departments of two companies have rigged up special boards on which various proposed layouts can be tried. One operations manager tells why he did this:

"We were flooded with requests for drawings with islands this way and that way, with the building in this location and that one. We got so many calls for experimental layouts that we decided to fix up something on which all kinds of layouts would be visible."

The board is about eight feet wide and five feet deep. Blocks representing pump islands, curbings, light standards, sign posts, buildings, lubrication facilities, etc., have been made to scale. On each block is the approximate cost of that portion of the layout. When a new idea for layout is being tried, the blocks are shifted around until a satisfactory one is found. Then the cost tags are added up, so that the approximate cost of the whole layout is immediately available.

Surveys and studies are going ahead full blast. One company has a man doing nothing but studying multi-pump station layouts. Another

CATCHING CARS COMING AND GOING are these twin multi-pump stations, one on each side of the highway, operated by Redwood Stations at Richardson Bay, Calif. Note that the pump islands at both stations are at 45 degree angles to the arterial. This highway funnels traffic to the Golden Gate Bridge

has a team of experts at work studying operating costs of several sizes and types of multi-pumps.

In virtually every company there is disagreement as to how far its multi-pump program should go and as to the details of facilities and management. Each company interviewed by NPN seemed to think that the abnormal amount of disagreement was peculiar to its own organization and was concerned about arguments that often get pretty hot. But it's happening to everyone, which is not surprising when it is realized that the multi-pump trend affects in some way every department and almost every established marketing policy in a large company, and certainly affects any small company which is either operating multi-pumps itself or will be in competition to these larger stations.

On one thing, however, there seems to be agreement—that the large service station, designed to handle big peak loads, is here to stay for certain locations. The major companies building multi-pumps feel that for competitive reasons they must get actual experience with a number of such outlets or they and their distributors and dealers will be left in the lurch if the multi-pump trend goes even only half as far as its rabid supporters foresee.

One marketing equipment jobber told NPN that almost half of its service station equipment sales now are going into new multi-pump stations as a result of the concentration on this type of outlet by his private brand customers and the greatly accelerated interest on the part of his major company customers.

Multi-pumps are being built or planned in every part of the country, and in cities of all sizes from 25,000 up. The greatest development is on the West Coast, and in large cities.

Two major companies that appear to be the most active in the movement will each have about 40 of them operating by mid-1951. The number currently projected ranges all the way down to a company which has only three in the works, and one company which, as mentioned previously, is not planning any.

Despite the recently-acquired interest of the majors, the private brand marketer still is far ahead in the number of multi-pumps operated. On the West Coast alone there are 400 self-serve multi-pumps dispensing private brand gasoline. In the Midwest and South, each of probably a score of private brand chains operate more multi-pumps than any major company. In Chicago, for example, 141 service stations were built in 1949 and in the first three months of 1950, and 28 of these were private-brand multi-pumps.

That private brand marketers continue their interest in multi-pumps is illustrated by the remark of one that he expects to open eight to 10 new ones in the next year so as to warrant an advertising program costing about $1,000 a week. This marketer has definite ideas on the locations he wants for these stations.

Generally absent from the multi-pump picture so far is the Independent distributor of national brand gasoline. However, the multi-pump station, because of its need for the closest and most intelligent of management attention is a natural for the jobber who has points of highly concentrated gallonage.

As will be discussed in greater detail in the third article, the question of whether a multi-pump is self-serve or gives some service appears to be diminishing in importance. On one hand there is a trend to more products and more service at the self-serves; and on the other hand, quite a few of the majors trying multi-pumps are thinking in terms of only partial service at least at the peak load hours.

Self-Serve 20 Years Ago

Neither the self-serve station nor the multi-pump station is anything new. Hoosier Petroleum Co., which now operates as "Hoosier Pete" of Indianapolis, operated a self-serve station at Cambridge City, Ind., 20 years ago.

At 1801 Madison St. in Indianapolis is a five-island multi-pump, with the islands vertical to the street, which Russel S. and Phil T. Williams of Gazeteria opened in 1928. This Gaseteria station makes no claim of being the first multi-pump, but it is a significant milestone because out of it grew the highly successful and exceedingly well-managed Gaseteria chain, the operations of which have been studied by hundreds of oil men from companies of all sizes. Many of the multi-pumps being built today bear a strong resemblance to even this first of the Williams stations. (Despite its name, Gaseteria has never been a self-serve operation. These stations give super-service.)

Except during the war, the private brand multi-pump chains, especially in the Midwest, have grown fast enough to make noticeable inroads on the gallonage of major competitors.

One estimate shows that in the city of St. Louis private brand multi-pumps gained about 25% in gallonage in 1949 over 1948, while the other stations were up about 2%. Another estimate given NPN is that private brand multi-pumps now do almost half of the gallonage in the city of Milwaukee.

A multi-pump, bigger than all save a very few of those now being built, has been operating at Bountiful, Utah, near Salt Lake City for 10 years. It is Slim Olson's Service Station with 32 pumps and such a vast expanse of frontage that a motorist can drive into it at 60 miles per hour and stop at the first pump island. (This writer tried it, and he could

FIN REPLACES THE USUAL CANOPY at this experimental multi-pump owned and operated by Standard Stations, Inc., a subsidiary of Standard of California. This station is at Fell and Van Ess Streets in San Francisco located to catch traffic between the San Francisco-Oakland Bay Bridge and the Golden Gate Bridge

LONG PUMP ISLANDS are installed at Richfield's experimental multi-pump. This station is on East Shore Highway just beyond the San Francisco-Oakland Bay Bridge. It is near the Shell station illustrated on the front cover

have made the stop easily at 70 miles per hour.)

On the West Coast, John W. Craig on May 31, 1941, opened the first of what is now a chain of 18 multi-pump stations, including a beauty on Wilshire Blvd., in Los Angeles. The Craig stations, like the Williams group and a number of others in the Midwest, give super-service.

The East Coast got its first self-serve when R. D. Pickett opened his station at Portsmouth, Va., in December of 1948. Then came the Rein Motors station at Paramus, N. J., which opened two years ago, converted to self-serve in January, 1949, but subsequently was compelled by a newly passed New Jersey law to have attendants dispense gasoline.

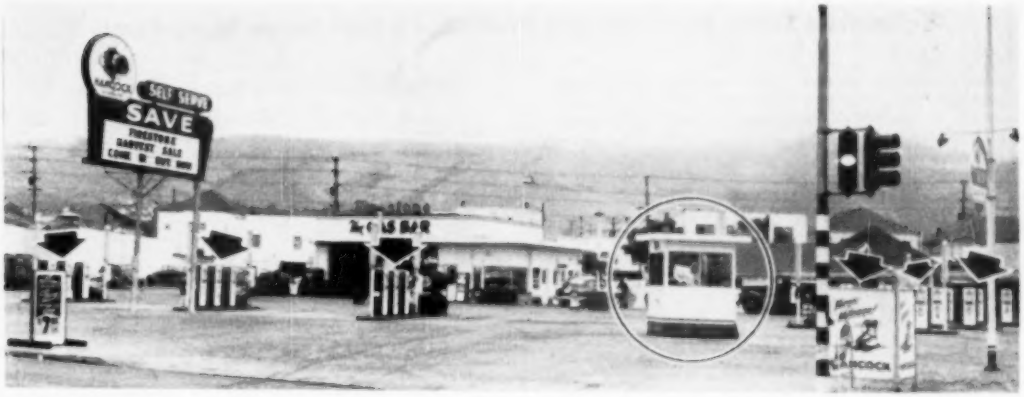
Then a year ago the multi-pump hit the East Coast in a big way when Houston Petroleum launched its Save Way at Linden, N. J., doing a half million gallons a month.

A Multi-Pump Milestone

Important as they are, the developments just outlined probably give way in the history of multi-pump development to what happened at 2340 South Atlanic Blvd. in Eas Los Angeles in May of 1947. It was there and then that George (Frank) Urich opened his first self-serve station, and the first on the West Coast.

The Urich station was immensely successful. Before the end of 1947, there were seven self-serves operating in California with an average gallonage of 275,000 per month. By the end of 1948, there were about 40 self-serves, averaging better than 150,000 gallons per month.

It is interesting to note that some of the Independent refiners on the West Coast who have done very well with self-serves were virtually forced into that type of operation by what they then regarded as a severe handicap. The situation was this. If a major company leased a service station property, the lease was good at any bank to borrow money to remodel a station or build a new one. But a lease from an Independent made little impression with the bankers. As a result, Independent suppliers (1) had leased comparatively few good conventional outlets since the war and therefore had few commitments when the self-serve came



SELF-SERVE AT EL CERRITO, CALIF., has cashier's booth located so as to be near two groups of pump islands. Pump islands in group at left which face main thoroughfare are at a slight off-angle, while those at right are at 90 degree angle to a side street

and (2) seeking outlets for their gasoline, they early took a chance on self-serve.

In the first months of self-serve on the West Coast, single stations made as much as $8,000 per month net profit. They attracted gallonages up around a half million per month.

As more came into existence, the gallonage per station dropped until now the almost 400 self-serves on the West Coast average 60,000 to 70,000 per month. The days of $8,000 per month profit per station have long since passed, but with very few exceptions, the self-serves are still making a profit even in the midst of a terrific price war in the Los Angeles basin where about half of them are located.

More than anything else, the sensational success of self-serves focused industry-wide attention on the multi-pump. The advertired price cuts of 5c and 6c at the self-serves (usually the reduction was actually only 3.5c) obviously was a big factor. But those who studied the self-serve became convinced that it had features worth investigating entirely apart from price and apart from the point of whether the customer or an attendant put the hose nozzle in the car.

Here's what they found:

1. Demand increased greatly over the prewar period, hence the gallonage potential on certain arteries, especially those carrying traffic to and from work, had increased to the point where all past considerations of what a station ought to do at such a location were out the window. One fellow put it this way: "Maybe the multi-pump trend is nothing more than the industry's concept of facilities catching up with the growth of demand." Today's multi-pumps probably aren't any bigger in relation to the gasoline demand of today than were key stations of 10, 20 or 30 years ago in relation to the demand when they were built.

2. The multi-pump fits hand-in-glove with the idea of full-dump deliveries from transport trucks. Moreover, the multi-pump with its expanse of property is able to take delivery from a transport truck with a minimum of interference with customer space.

3. More gallons of gasoline can be pumped per employe.

4. The cost of building and equipping a multi-pump station is lower per gallon of potential than a conventional.

The question is not whether a station is physically able to handle a given gallonage, but whether it can do so on a peak-load basis. It would be possible for a two-island station to handle 150,000 gals. per month if the customers came steadily through the day. But service station customers come when it is convenient for them, not when the station manager may want them to pull up to the island.

Multi-pumps in most cases are peak load propositions which can earn their way only if they lower unit operating costs by attracting gallonage through the ability to handle the rush hours.

One of the most interesting studies of multi-pump costs was made by B. E. Devere of Community Stations, Inc., which operates four self-serves and one other multi-pump in the Los Angeles area.

Mr. Devere made his study before he went into multi-pump operations two years ago. His detailed figures appear on page 24.

The cost of manpower has become more and more of a factor in the total cost of running a service station. One company estimates that two-thirds of the cost of operating a station is direct labor expense, one-sixth is rent and one-sixth depreciation on equipment.

Another expresses the importance of manpower savings in station operation this way—the salaries of two attendants at $250 per month would amortize the investment in a big service station.

How Many Employes?

Following is a composite of opinions obtained by NPN on the number of men required at various sizes and types of service stations:

10,000 gallons per month
conventional . . . . 3 employes

25,000 gallons per month
conventional . . . . 6 employes

50,000 gallons per month
self-serve . . . . 5 employes

50,000 gallons per month
semi-serve . . . . 5 to 8 employes

50,000 gallons per month
full service . . . . 7 to 8 employes

100,000 gallons per month
self-serve . . . . 7 to 9 employes

100,000 gallons per month
semi-serve . . . . 9 to 10 employes

100,000 gallons per month
full service . . . . 12 to 16 employes

One self-serve operator told NPN that it would be physically possible to sell 500,000 gals. per month with a total labor force of 10 women.

NPN obtained several estimates of the difference in per gallon cost be-

(Text continued on p. 25)

Estimated Sales, Expenses and Profit for a Self-Serve Multi-Pump

These estimates on the sales, expenses and profits of a self-serve multi-pump were made by B. E. Devere, president of Pathfinder Petroleum of East Los Angeles, prior to deciding to go into that type of operation. Community Stations, Inc., a subsidiary of Pathfinder, now has four self-serves and one other multi-pump.

Mr. Devere, incidentally, will speak on the Marketing Division program of the API meeting at Los Angeles on Monday, Nov. 13.

Three estimates were made—on the basis of 90,000 gals. per month, 120,000 gals. per month and 150,000 gals. per month.

The projections were made on the following assumptions:

1. Gross profit of 3c on premium gasoline and 2.5c on regular. (In actual operation the margin was somewhat larger than the estimate.)

2. Gross profit of 30c per gallon on lube oil.

3. Motor oil to gasoline ratio of 0.75%. (The actual ratio has been better than 1%.)

4. Depreciation on 10-year basis. (Because of the high gallonage, this was changed to depreciate pumps on a three-year basis, other equipment on a five-year basis and building on 10 years.)

5. Half of the sales would be premium gasoline.

It should be noted that the three tables are not being presented as operating statements, but as the careful and conservative estimates made by Mr. Devere, who gave NATIONAL PETROLEUM NEWS permission to publish them.

Based on 90,000 Gallons Per Month

	Gross Profit Per Gallon	Gallons	Gross Profit	
SALES				
Premium Gasoline	$.03	45,000	$1,350.00	
Regular Gasoline	.025	45,000	1,125.00	
Total Gasoline		90,000	2,475.00	
Lubricating Oils (¾ of 1% to Gas) (.30c per gal. profit)		675	202.50	
Total Sales				$2,677.50
OPERATING EXPENSES DIRECT				
Salaries			1,950.00	
Repairs & Maintenance			60.00	
Supplies—Operating			50.00	
Uniforms—Cost & Upkeep			150.00	
Utilities			100.00	
Rent			110.00	
License & Permits			10.00	
Advertising 1/10c per gallon			90.00	
Total Direct Operating Expense			$2,520.00	
OPERATING EXPENSES INDIRECT				
Interest on $30,000.00			125.00	
Depreciation 10 year basis			250.00	
Insurance			63.22	
Taxes—Property			25.00	
Payroll			78.00	
Total Indirect Operating Expenses			541.22	
Total Expenses				$3,061.22
Profit or Loss				$ 383.72*

Organization Expenses not included in above.
Office Expense not included.
* Denotes loss

Based on 120,000 Gallons Per Month

	Gross Profit Per Gallon	Gallons	Gross Profit	
SALES				
Premium Gasoline	$.03	60,000	$1,800.00	
Regular Gasoline	.025	60,000	1,500.00	
Total Gasoline		120,000	3,300.00	
Lubricating Oils (¾ of 1% to Gas) (.30c per gal. profit)		900	270.00	
Total Sales				$3,570.00
OPERATING EXPENSES DIRECT				
Salaries			1,950.00	
Repairs & Maintenance			60.00	
Supplies—Operating			50.00	
Uniforms—Cost & Upkeep			150.00	
Utilities			100.00	
Rent			110.00	
License & Permits			10.00	
Advertising 1/10c per gallon			120.00	
Total Direct Operating Expense			$2,550.00	
OPERATING EXPENSES INDIRECT				
Interest on $30,000.00			125.00	
Depreciation 10 year basis			250.00	
Insurance			63.22	
Taxes—Property			25.00	
Payroll			78.00	
Total Indirect Operating Expenses			$ 541.22	
Total Expenses				$3,091.22
Profit or Loss				$ 478.78

Organization Expenses not included in above.
Office Expense not included.

Based on 150,000 Gallons Per Month

	Gross Profit Per Gallon	Gallons	Gross Profit	
SALES				
Premium Gasoline	$.03	75,000	$2,250.00	
Regular Gasoline	.025	75,000	1,875.00	
Total Gasoline		150,000	4,125.00	
Lubricating Oils (¾ of 1% to Gas) (.30c per gal. profit)		1,125	337.50	
Total Sales				$4,462.50
OPERATING EXPENSES DIRECT				
Salaries			1,950.00	
Repairs & Maintenance			60.00	
Supplies—Operating			50.00	
Uniforms—Cost & Upkeep			150.00	
Utilities			100.00	
Rent			110.00	
License & Permits			10.00	
Advertising 1/10c per gallon			150.00	
Total Direct Operating Expense			$2,580.00	
OPERATING EXPENSES INDIRECT				
Interest on $30,000.00			125.00	
Depreciation 10 year basis			250.00	
Insurance			63.22	
Taxes—Property			25.00	
Payroll			78.00	
Total Indirect Operating Expenses			$ 541.22	
Total Expenses				$3,121.22
Profit or Loss				$1,341.28

Organization Expense not included.
Office Expense not included.

OPENED JUST THREE WEEKS AGO was this Crow-Flite self-serve at Galena Park, Tex., a suburb of Houston. Private-brand operators are in the big majority in multi-pump operations, and still are building at least as many as major companies

LONG EXPERIENCE is behind this multi-pump station in Indianapolis. Gaseteria, Inc., which operates this station, opened its first multi-pump in 1928

(*Text continued from p. 23*)
tween a true self-serve and a station giving full service. These estimates all fell within the range of 1c to 1.4c per gallon operating cost saving for a self-serve when the cost only of dispensing gasoline is considered. When the net takes into account the additional profits from lube oils and TBA at a full-service station, the saving per gallon of gasoline is between 0.4c and 0.5c.

Estimates on the difference in cost per gallon between a self-serve and a station giving part service varied from nothing to 0.8c. The "nothing" answer came from an outstanding self-serve operator who said that his detailed cost records show that stations of comparable size—one giving no service and the other giving some service — have almost exactly the same cost per gallon.

This company figures an average cost in a multi-pump operation of 3.4c per gallon to handle gasoline from the refinery or terminal loading rack (by relatively short truck haul) to the customer's tank, including transportation, rent, labor and depreciation, and using lube oil profits as an offset to expense. The range among this company's stations is from 3.1c to 3.6c.

Big Variation in Cost

The cost of real estate for a multi-pump can vary from almost nothing for a highway location to a stupendous figure for locations on important arteries in metropolitan centers.

In building and equipping a station, the difference between a multi-pump and a conventional is that in a multi-pump a much greater percentage of the expenditure goes into equipment.

Here are some estimates on building and equipment costs, expressed in various ways:

Company A—15,000 gal. conventional costs $25,000 to build and equip. A 100,000 multi-pump costs $50,000.

Company B—A conventional costs $5,000 per pump. A multi-pump costs $2,000 per pump.

Company C—A conventional costs $7,000 for the building and $11,000 for equipment. A multi-pump costs $7,000 for the building and $23,000 for equipment. (This company is figuring on what it describes as "an extremely conservative basis" that its multi-pumps will do more than double the average gallonage of its conventional stations.)

Company D—Investment in a conventional runs from $1 to $4 per gallon per month. Investment in a mul-

ti-pump runs from 10c to 50c per gallon per month.

Company E—A location suitable for a multi-pump in a city of 250,000 will cost $25,000. The building and equipment will cost $25,000.

Company F — Paying $150 per month ground rent. Building and equipment cost $22,500.

Company G—Bought what it considers an excellent multi-pump site on a heavy-traffic artery for $7,500.

Disagreement from Two

There were two interesting dissents from what has been said above about operating costs.

The first was the operator of a group of self-serves. He believes that the potential savings in a multi-pump can be achieved by an efficient independent operation which watches the nickels, and the bosses of which know that even every phone call costs a few pennies. But he doubts that the large oil companies will be able to achieve any savings. They may just add to their overhead, he says, if they go into multi-pump and can't run them. Furthermore, he believes that the success of the self-serves is due in large part to absence of sales pressure on the motorist, and that any attempt to try to make multi-pumps "big conventionals" will flop.

The second was the marketing vice president of a major oil company. While his company is building some multi-pumps, he has his fingers crossed on the results.

"Unless the multi-pumps get big volume," he says, "they might even add to per gallon costs. The multi-pumps will dilute each other's gallonage, just as they have diluted the gallonage of the present conventionals. You know, we never do anything half way in the oil industry. We'll build more multi-pumps than are needed."

His company is going ahead, however, because he feels that it can't afford to take the chance of being caught without either experience or sites if the multi-pump trend continues full speed forward.

Whatever the validity of these dissents, the vision of lower operating costs is inspiration for a substantial portion of the interest in multi-pumps. One marketing vice president put it this way:

"Every decision on multi-pumps should be made on the basis of whether they will make lower operating costs possible. If so, we are forced by competition to go ahead building them regardless of the investment in conventional outlets. There that don't lower costs will be stones around our neck just like any station that doesn't pay out, but these will be bigger stations and hence bigger stones."

GEORGE (FRANK) URICH opened the first self-serve station in California in May of 1947 on a corner he had purchased in 1940. Within a few months after it was opened, his first self-serve was doing twice as much gallonage as his old chain of 22 conventional stations.

No One Wanted His First Self-Serve

You might picture the fellow who opened the first self-serve station in California in 1947 and who in three years has built a chain of 16 stations doing 2,000,000 gals. per month as a high-pressure, stem-winding, hell-bent-for-election extrovert.

Then you meet George (Frank) Urich, and you find a man of medium build, conservatively dressed, and so soft-spoken and so calm that you wonder whether you've gotten into the right office. Later you learn from his associates that he has never raised his voice to a shout, has never been visibly angry to an employee, competitor or supplier.

The first impression is that he is shy. But that's not quite right. As the conversation unfolds, he is obviously proud of having become at age 44 one of the biggest non-major marketers on the West Coast when 30 years ago he was a boy working in the coal mines of Ohio.

His first job away from the mining area where he was reared was in the curing room of the Goodyear plant at Akron. He later worked at Mohawk and at Goodrich, and for one six-month stretch did eight-hour shifts at both plants.

It was during his years at Akron that he acquired the nickname of Frank. A Frankie Bliss was scheduled to box at a Firestone company smoker, but Bliss had not showed up an hour before the fight was to go on. Urich had done some boxing, so he was called in as a substitute under the name of Frankie Bliss. He did some amateur and professional fighting after that, with the ring name Frankie Bliss. He has been Frank to all his friends ever since. Only his banker calls him George now.

Frank Urich and his older brother, William, were transferred to Los Angeles when Goodrich opened its plant there in the late 1920's. They took their moving time, vacation allowance and a few extra weeks and worked their way to the West Coast as harvest hands.

Frank was employed at the Goodrich plant in Los Angeles until 1930 when he developed what his doctor said was an allergy to some chemical used in the manufacture of rubber and was ordered by the doctor to quit and spend as much time as possible in the sun for at least three months. Mrs. Urich took a job at a Kress store to help pay the medical bills.

When his period of enforced loafing was over, he decided to try to lease a service station so that he could spend a good part of the day out of doors. In those depression years ser-

The second in this series of four articles on multiple pump service stations will appear in next week's NATIONAL PETROLEUM NEWS. It will discuss these frequently-asked questions about multi-pumps:

Can a multi-price succeed without a cut price?
What are the other factors that build gallonage?
What are gallonage figures of multi-pumps?
How might a war affect them?
What are barriers to multi-pump development?

vice station openings were few, and the available ones did not offer much more than the chance for a scant living. He finally heard that a station in Whittier, Calif., might be leased.

He sat across the street from the station for three hours, and noticed that it had only six customers, but he felt that business could be developed at the location. He borrowed $50 from his brother Bill to buy the lease, gave a 30-day note for the inventory and on Nov. 30, 1930, he took over the station.

Brother Bill worked at the station part-time for a while, but soon they developed so much business that Bill came in full-time. Gradually they built up a chain of small private brand conventionals.

Bill Urich is still in the business, handling construction. Their younger brother, Al, is also with them, in direct charge of the stations.

When the war broke out, Frank figured that the gasoline business might be hard hit. He had built up a good corps of employes and dealers whom he wanted to keep against the competition of high wages at war plants. To provide essential employment for them, he bought 12 busses which operated to transport war workers between residential areas and the nearby shipyards and aircraft factories. Also he bought 12 dump trucks, operated them during the war and sold them just before the used truck market crashed after the war.

These outside enterprises helped him keep his best men, and they also provided a neat profit. With these profits Urich bought an interest in a Lincoln-Mercury agency at Whittier after the war.

The auto agency took a lot of time and seemed to offer more opportunity than the chain of conventional stations, which had grown to 22, and the one self-serve which he opened at 2340 South Atlantic in East Los Angeles in May of 1947. He decided to sell his gasoline business—including the self-serve but not his original conventional station which he wanted to keep for sentimental reasons—and devote full time to the auto dealership.

This was in the summer of 1947. He sold 20 of his 22 conventionals to Hancock in August, but he couldn't get what he considered an adequate price for the self-serve. So he kept it.

The self-serve had been doing good gallonage in its first three months, but it really began to boom after August. The station which Urich tried to sell, but couldn't, was the first of some 400 self-serves in California. In a short time it was doing 480,000 gals. per month—double the total of the 20 conventional stations he had sold.

The early days of the Urich self-serve were not all roses. A gang of thugs once beat up his employes. Urich and Hugh Lacy, his sales manager, received scores of threatening telephone calls, so many, in fact, that Lacy received permission to carry a revolver. The rough stuff ended after about six months, as other self-serves sprouted up and it became evident that gang tactics would not halt their growth. Urich and Lacy, incidentally, suspect conventional dealers, not the major companies, of inspiring the beatings and the threats.

It was during this period that Frank Urich's associates were most impressed by his even temper and unbelievable placidness. "He didn't lose five minutes sleep any night when the going was the toughest," one of them says.

When the East Los Angeles station began to do phenomenal business, the majors naturally sent spotters to check the gallonage. When Urich learned that one way they estimated the gallonage was by counting the transport truck dumps at the station, he made a number of pretend dumps. He has wondered ever since how high the gallonage reports to major executive offices went in those weeks when several times he drove an empty transport into the station and put the hose into the fill pipe of a tank that was already almost full.

Much to the amusement of the Urich customers, he used the station's loudspeaker system to talk to the major checkers—inviting them to come into the station office to get the information first hand, and on at least one day announcing the actual hourly gallonages to them.

Frank Urich likes to drive a truck, and drove a transport regularly until two years ago when Sales Manager Lacy finally persuaded him that he would be more useful to the company in the office than out on a truck. Urich yielded to Lacy's sales talk, but he really isn't convinced.

Even today—when he owns 16 big self-serves, one conventional, a bulk plant, five transport trucks, interest in a small refinery, some crude production and half interest in each of two Lincoln-Mercury agencies—he is at the plant at 6 a. m. every morning to dispatch the trucks. If it weren't for Lacy's salesmanship, he'd still take the last one out himself.

This article on the Multi-Pump Service Station and the three which are scheduled to follow it on October 25, November 1 and November 8 will be reprinted in book form by National Petroleum News.

Tentative publishing date of book is November 15.

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Jobber Headaches—

Independents Name Credit, Labor, Supplier Practices As Biggest Business Problems Facing Them Today

By NPN Staff Writer

The three biggest headaches jobbers have today are:

1. Labor.
2. Credit and collections.
3. Supplier practices, margins.

These facts result from a continuous spot check made by NATIONAL PETROLEUM NEWS of Independents in various parts of the country. Jobbers are asked the question:

"What are your biggest business problems today?"

Replies since NPN's last report (see NPN July 12, 1950, p.36) indicate that in addition to the above problems, jobbers are also currently troubled by the following:

Costs, taxes, lack of capital.
Co-ops.
Miscellaneous problems.

Following is a review of some of the jobber complaints received by NPN, with the statements below in most cases direct quotations from jobber replies. (States in which jobbers are located are shown in parenthesis.)

Labor

Independents described their labor troubles in this way:

"Getting competent help . . . is one of our biggest problems" (Texas).

The company president, secretary-treasurer and office help "are all veterans of the last conflict—with the possibility of being recalled" into service (Wisconsin).

"Maintaining friendly relations with our employes" (Florida).

"Trying to figure out an equitable and intelligent basis for employe participation in the business . . ." (Colorado).

"Getting good help that is willing to work" (Indiana).

Difficulty in securing competent help, and other labor problems, were also named by jobbers in Michigan, Nebraska, Ohio and Wisconsin.

Credit-Collections

Independents described their credit problems in these words:

"Biggest job today is watching farm credit and fuel oil credit. There is a difference between credit now and a couple of years ago" (Illinois).

"Getting people to pay their accounts when due" (Missouri).

"Collections are slow, and we have to be on guard every minute, or our accounts receivable will get out of hand" (Maryland).

"For the past few months collections have been very slow" (Virginia).

"Credit is the largest problem with today's business" (Kansas).

Jobbers in Wisconsin, Vermont and Arkansas also named credit and collections as an important problem.

Supplier Practices, Margins

The big problem is "maintaining a decent margin between product costs and product selling prices, both of which are set by major companies" (Arkansas).

"Monopoly—big business with unfair tactics and unlimited capital" (Florida).

"Very small margin on TBA in our locality" (Georgia).

A growing problem "is the apparent lack of co-operation on the part of suppliers with jobbers. They (suppliers) lead everyone to believe that they are getting along fine and help the jobber, but when it comes to actual cases they just do not do it" (Missouri).

"To be assured of a permanent source of supply that is competitive in quality and cost to that of major companies" (Missouri).

"The small spread the major companies allow the jobbers on the products they handle. Our operating costs are going up, and our margin of profit is being cut by the company" (supplier). A major sets "the gasoline price in this territory, and we are forced to follow" (New Mexico).

"The majors—I am *agin 'em*. So much good could be accomplished if they'd break bread with the jobbers, instead of (giving) backdoor handouts, and those mouldy at times" (Tennessee).

"Major companies are paying prices for property and service station construction that are out *of* this world for a jobber" (Texas).

"When we started in business, the spread from the refinery to the dealer was 7c, of which the distributor received 4c and the dealer 3c. Today the distributor receives less than 3c, and the dealer the rest of the spread. Inasmuch as the distributor must supply the equipment, we think the spread should be in the same proportion as when we started in business" (Pennsylvania).

Jobbers in the following states also complained of supplier practices and margins: Texas, Washington, Nebraska and Virginia.

Costs—Taxes—Lack of Capital

Considerable difficulty met "in accumulating money for expansion in the face of income taxes, etc. The self-financed business has a (very hard) time growing" (California).

"Cost of new station equipment and construction" (Georgia).

"High cost of construction—high cost of real estate" (Tennessee).

"How to expand a business with the present tax structure. How to operate a business at a net profit with a 6 to 8% decline in gross profit and a 40-50% increase in operating expense" (Texas).

"Finding the right location for new service stations at a price within reason. We are in the process of constructing two new outlets and find land unreasonable" (Virginia).

Taxes and high equipment and other costs were named by other jobbers in Virginia, Washington, North Carolina, Texas and Pennsylvania.

Co-ops

"Our biggest business problem is how to combat the unfair competition we have in a farm bureau-sponsored oil company . . . Due to their special tax privileges, granted them by our government, plus their unethical business practices, we find them very hard to compete with. That old promise of something for nothing, in the form of dividends, appeals to the farmers. If the co-ops continue to grow, our business economy will be endangered, and who will pay the taxes to run the government?" (Iowa).

"Co-ops can do business in this country, and their income is tax exempt so that they can give rebates. What's the matter with Washington?" (Iowa).

Co-ops, with their "unfair business advantage" were also listed by jobbers in Illinois and Wisconsin.

Miscellaneous

"Natural gas has really cut in on the fuel oil business in this territory this past heating season. The customers we lose to natural gas here in the towns have to be replaced by farm accounts" (Illinois).

Other problems noted were insufficient storage capacity (Wisconsin); political ideas of the nation (Alabama); "chiseling" on freight rates (Nebraska); and difficulty in getting good products (Texas and Missouri).

Safety Patrol Aids Pennsylvania Truckers

THE truckers safety patrol in Pennsylvania, as described in NPN's Oct. 4 issue, is one of the smartest public relations activities in years, and also is one that should produce much practical profit for truck owners, including oil companies. This is a story about how the Pennsylvania Motor Truck Assn. has 68 patrol cars over the state's roads to help keep the truck drivers operating safely and with due consideration for the general public on the roads.

There are now more than 8 million trucks and busses on the country's roads and streets, with 423,000 of them registered in Pennsylvania alone. Nearly all of these are carefully and intelligently driven, but just enough break over so as to give all truckers a bad name and to provoke unfair legislation. Besides, the railroads and their railroad brotherhoods—who, after the fashion of so many union labor leaders, have little regard for truth and fairness—are seizing on every fault in truck operation to try to put the trucks off the road, so the railroads will have a monopoly on handling freight.

Besides these kicking competitors are the road-building people, who never lose a chance to boost for still more roads, still bigger and better, still more expensive, whether they are needed or not. More roads mean more business and profit to the road machinery and contracting people. They have backed many a huge and unnecessary increase in the gasoline tax just to swell their own pocket books. Now they are making a great to-do about the damage big trucks allegedly do to roads and how more fancy roads should be built, of course with the oil industry collecting the tax.

They are also backed by the various state and national road authorities, whose jobs will be still bigger and their pay more with more billions spent for "good roads." That taxes can be so high as to stop the increase in gallonage does not concern these people if they each gain some of their own selfish ends.

So it is right good sense for the truck owners, who are making such a great improvement in this country's transportation system and who are serving the public with lower cost and more convenient transportation, to seek to put their own house in order. It would be ideal if trucks could operate so that there would not be a single complaint from other road users, and one way to get further toward that end is the education patrol campaign of the Pennsylvania truckers. Every oil company and oil trucker should belong to it and support it. Five do so far.

Recent Developments Prove That Market Opportunities Still Exist for Jobbers

JOBBERS are being offered additional sources of supplies even in these days of a tight market. The real old days of 30 and more years ago, when a jobber could go into the "open tank car market" and buy one, or 10, or 100 tank car loads, or even 10 train loads of petroleum products in any one day, are gone, and undoubtedly forever. There was a time, back in those years, when our Tulsa office would check regularly 200 to 250 *sales* in tank car lots in a single day, *sales* of one to 100 tank cars each.

But with the coming of large gallonage, which forced both seller and buyer to make sure of his requirements months in advance, and with the coming of the branded gasoline for wide areas, the "open tank car market" largely disappeared, and many jobbers thought the days of extra supplies were past.

But one must never think that the oil industry is static. Starting a couple of years ago the Standard Oil Co. of California moved into the Atlantic Coast market, especially after it made its Middle East hook-up with The Texas Co. and other majors. For several years now the combination, led by the management of the Standard of California, has been after not only lube business on the East Coast, but light oil business, including gasoline, and it has sold a lot of it. That is why NPN has always said that the oil producers of the U. S. should not be allowed to dictate this country's oil import regulations as they tried to do this last winter—the Independent jobbers and refiners have an equal right to be heard.

But what prompts this editorial is an advertisement in last week's NPN of the Richfield Oil Corp. of New York offering franchise territories in the East to jobbers. This is a Sinclair company, and when it started some years ago to make its distribution more efficient, it did some rather radical cutting of jobber distribution outside the territory that it could best and most efficiently serve by its new system of pipe lines. Now it seems the pipe line cut has progressed to the point where the company, with increased crude line capacity and refinery capacity, feels it can take care of the wants of more business, so it is renewing the efforts that it dropped several years ago for jobber business. In other words, Sinclair is again recognizing that the jobber is an intelligent, efficient and a low cost means of distribution, despite all that some major company marketing managers have said that their "direct" operations are at lower costs. NPN has always had its fingers crossed on the particular system of bookkeeping that seemed to bring about such low cost.

NPN has the idea that one of these days other major companies will open up to jobber distribution. They will do this not only because it is good distribution but because it creates and maintains profitable and hard hitting Independent competition, something the majors must have in order to live in this controversial political world.

The Standard of New Jersey has gone after some jobber business in the Middle West through its heretofore solely producing company, the Carter Oil Co. Jersey could not enter this territory, as the Jersey, on account of conflict of trade name with Standard of Indiana but as the Carter it has been pushing along, as it has increased the Carter's refining capacity.

Other majors may be doing the same one of these days, at least in order to prove to the government that there is competition in the oil industry.

Continental Oil of Ponca City, the past year or so,

has been pushing the sale of its lube oil from a greatly increased refinery capacity, not only outside of its normal gasoline territory but to any one who will buy it, whether branded gasoline jobbers of other majors or not—and with right good success. Nearly all jobbers today can take on lube oil from other than their gasoline supplier, and have been able to for many years, though some refiners of national brands have refused to recognize that fact and have gone direct to retail dealers with rather expensive results.

Comments from readers on NATIONAL PETROLEUM NEWS editorials are welcomed always, because the main purpose of an editorial page is to arouse a discussion of important problems. Please address comments to Warren C. Platt, Editor, 1213 West 3rd St., Cleveland 13, Ohio.

Comments from Readers

FROM: Mr. Roger W. Williams
70 Pine Grove Ave.
Summit, New Jersey

Your recent editorials in the NATIONAL PETROLEUM NEWS urging the oil industry to take the initiative in preparing plans for mobilizing the industry in the event of another full scale war offer much food for thought. While government, bureaucracy, and the present Administration are never half so bad as you picture them in your vitriolic editorials, nevertheless, even we who see much good in the New Deal and Fair Deal readily admit that government is rarely as efficient as private business.

There is, therefore, some truth in your suggestion that an industry group such as the API could contribute a genuine service by objectively studying this important problem and presenting a program to the government and people.

Unfortunately, however, a little thoughtful reflection on the content of your own magazine indicates that such an attempt may well be doomed to failure. Take first your editorial in the issue of August 30 entitled "Waste of War Manpower, Money Can Be Cut If Oil Exposes Bureaucratic Squandering." This editorial is typical of your blind, bitter prejudice against government—especially by Democratic administrations. I saw enough of Washington during the war to know that your description of the evils of bureaucracy is grossly exaggerated and does a great injustice to hundreds of thousands of loyal and reasonably efficient bureaucrats of all ranks.

I don't understand how you can ever hope to have any constructive influence in creating better government, or better relations between government and industry, by writing such vicious, one-sided unfair diatribes. Those who agree with you may be stirred by them to great heights of anger, but the chances are you do your cause more harm than good by strengthening the resolution of those who feel that if your editorials are typical of the attitude and tactics of business, then we'd better set about increasing government's control of business.

Just as disheartening as your editorials is the letter in the same issue from Mr. Joseph D. Hadley, Secretary, Michigan Petroleum Assn. in which he makes the preposterous, unproved, unsupported statement that rationing under the OPA did not conserve gasoline and that "just as much gasoline, and probably more, would have been saved had we resorted to a straight patriotic voluntary appeal."

That a supposedly responsible secretary of a large business association could make such a statement is almost unbelievable. It is so utterly fantastic and ridiculous as to hardly deserve any rebuttal. Where was Mr. Hadley during the war years and after, when a goodly number of the public were engaged in the great American pastime of chiseling? Hasn't he ever heard of black markets, unwarranted price increases, hoarding and war profiteering? Does he expect the great majority of the people to continue to co-operate patriotically year after year while the inevitable chiselers get away with murder? Was he so blinded by his fury at any regulation of his business, however necessary for the war effort, that he is entirely lacking in knowledge of the facts of life?

Frankly, I don't comprehend how any intelligent man who lived through the last war, and who must have seen what went on in spite of laws against it, and in spite of many many appeals to patriotism, could take such an attitude.

True, the OPA was far from perfect, but everything considered, it did a pretty creditable job. And two things that made its job so difficult were, first, the failure of Congress to give it sufficient funds to hire an adequate enforcement staff, and second, the stupidity of and lack of co-operation from responsible business men, such as Mr. Hadley, who apparently were more interested in protecting their business interests than they were in the war effort.

If Mr. Hadley's ideas are typical of what we are going to get out of the API group which you propose, then I say let's leave the job entirely up to the government.

Fortunately, you and Mr. Hadley do not speak for, nor represent, all of the industry. On the other hand, since you have for years edited and published one of the leading trade journals, it must be presumed that you speak for a large segment of it. If you do—and if this large segment does feel as you do—then there is no hope of a fair, constructive and adequate program coming out of the API.

Fortunately for my peace of mind, I know of many forward-thinking, progressive, liberal executives in the oil industry. Not many are Fair Dealers, to be sure, but neither are they of the old "All Government is Bad—Business Can Do No Wrong" school, for which you so eloquently speak. I entertain some hope that the influence of these statesmanlike business leaders would be felt and that industry could make a real contribution to war planning.

What is really the crying need today is for business to take more initiative in attempting to work in co-operation with the government. You would say, I suppose, that business has tried desperately to do just that in the past, and that the bureaucrats are interested only in grabbing complete control of business.

The trouble with you and the group you represent is that you think that just because a man believes business needs some regulation, he is a socialistic planner who wants to take over business as fast as possible.

Well, you may not believe it, but that just isn't so. There are many of us who believe ardently in capitalism and private enterprise for profit, but who know that laissez faire died fifty years ago. The government is full of men who have exactly this attitude, and the pity is that so many leaders of business and industry surround themselves with men of little objective political vision and therefore find it impossible to work with the moderate bureaucrats, who have at heart the interests of everyone rather than just the privileged few.

ATLANTIC COAST

Shell Sends Field Men to School To Learn How to Help Jobber

By Raymond E. Bjorkback, Eastern Editor

A country club at Westport, Conn., is the locale of an undertaking in jobber-supplier teamwork by Shell Oil which merits wide attention.

There, with a special, consultation-type school, Shell is sharpening the capacities of its field men for helping its franchised petroleum jobbers all over the country improve every phase of their operations.

An initial run of the course was made in the week ended Oct. 13 for 18 top division men and two head office men. Fourteen of the division men were sales managers, two were operating managers and two were office managers.

Speaking as the school's "staff" were J. G. Jordan, vice president for marketing; G. L. Switzer, retail manager; Walter S. Milton of Shell's sales training department, who is director of the school, and other head office executives.

Now classes are being started for all district managers, jobber representatives, retail managers and retail merchandising representatives working in districts embracing jobber territory.

Shell has held meetings in the past in which its representatives talked to jobbers about ways of improving their operations, but this is the first time it has taken the current approach.

It has come to the conclusion that it can give its jobbers the maximum benefit of its studies, experience and services through its field men.

"We are," an official points out, "so de-centralized in our marketing organization that the division office, if not the district office, can carry to the jobber the same methods used in our direct operations."

Shell means to encourage its jobbers to take advantage of every aid it can provide for cutting costs and increasing business volume.

"We want to do that," says the Shell official, "because the jobber is Shell in his territory—so are his dealers—and the success of Shell there depends on their success."

Shell men returning to their districts from the school will, as the individual jobber's circumstances indicate, help jobbers upgrade their retail outlets, boost sales also by more effective advertising and sales promotion, and effect operating economies through measures like larger dumps, use of larger trucks, increased tankage, stock loss control, better accounting systems, etc.

Among other things, they will either make it possible for the jobber to train his dealers in the latest sales and operating methods, or arrange to have Shell's own instructors train his dealers.

They will provide help on real estate problems and counseling on new service station construction, station modernization or re-building, and any engineering problem the jobber might encounter. They will even see to it that company men work out plans and specifications for him, if he chooses.

The men attending the school are being reminded of the rate at which the industry is growing—and the opportunities therefore unfolding before the jobber.

Their attention is being called to the trend to larger and multiple-pump stations among Independents as well as majors.

The suggestion is being made to them that many jobbers are too complacent in their attention to dealers, to methods, plant, facilities and equipment—that majors have forged ahead of large numbers of jobbers in adding and face-lifting stations.

It is being suggested that every full-line jobber ought to have a model station in his territory, to which he can take his dealers and demonstrate the worth of up-to-the-minute operation, lubrication talk-up at the pump island and other sales methods, the profit in TBA and the advantage of good housekeeping.

It is being suggested further that the average jobber depends too much on the fuel oil truck driver in the sales field; that some jobbers should have combination merchandising men and salesmen, and that, above all, there should be closer co-operation between the jobber and the sales people of his supplier.

In this way the knowledge of the Shell school's class members along these and all directly related lines is being refreshed and rounded out for a concerted boost to the company's jobbers.

Shell isn't expecting miracles overnight—regards its undertaking as a long-haul proposition. But it is convinced the program will be good for its jobbers—and good for Shell.

MIDWEST

Now Is Time for Industry to Draw Security Strings Against Sabotage

By Leonard Castle, Midwest Editor

Under the leadership of an oil man, the Midwest is making plans to safeguard its plants—including refineries and bulk storage—in the event of global war. The story of what is being done and needs to be done has been told to NPN by Frank V. Martinek, assistant vice president of Standard of Indiana, who is chairman of the Plant Protection Committee of Chicago's Civil Defense Organization. This is the first of two articles covering NPN's interview with Mr. Martinek, whose career is reviewed on p. 80 of this issue.

The fighting in Korea seems far away, and it may be nearing an end, but actually it is affording the oil industry an invaluable period of grace in which to prepare itself against sabotage and bombing in the event a global war breaks out.

The longer Russia sits on the sidelines, the greater is industry's opportunity to build up its plant protection organizations. For this reason, now is the time for top management of all companies, large and small, which possess any facilities of vital necessity to the war effort—and these include production, transportation, refining and large storage—to start establishing more stringent security

measures within their own organizations.

In metropolitan areas, the plant protection programs will be under the general direction of the Civil Defense Organization. In the Chicago area, for example, Frank V. Martinek has the responsibility of planning security measures for all industries. But in the final analysis, it is the individual companies themselves, and this means top management, which must put into effect the plans forwarded by the civil defense authorities.

Principal emphasis in establishing a plant protection system should be on guarding against sabotage. There is little an individual company can do to protect itself against the dropping of an atom bomb unless it moves its plants underground. But it should fortify itself with a corps of guards and fire fighters trained to provide adequate protection from looting and sabotage after a bombing raid, and to prevent further damage from fires and collapsing walls while the engineering department is making repairs and re-establishing production.

It is obvious that the dangers of espionage and sabotage would be greater than in any previous conflict if we became involved in a war with Soviet Russia. The FBI has estimated there are 50,000 dangerous Reds in the country, 5,000 of whom are trained terrorists. And virtually all of them hide under the cloak of American citizenship.

* * *

Communist spies would attempt to obtain information concerning the sources of strategic materials, location and status of important oil industry installations, disposition of the finished product and any other information which would enable them to determine the state of preparedness, probable future military plans, or that might assist in committing acts of sabotage.

The job of oil company executives would be to anticipate and block all opportunities for espionage within the plant. The ingenuity of Communist spies or sympathizers would have to be met with a superior ingenuity on the part of plant executives in locking the doors to information of value to the enemy.

These are some of the more common methods of espionage agents against which oil companies must guard:

Infiltration of spies into plants as employes.

Purchasing information from employes.

Theft or purchase of plans, papers, confidential documents and confidential laboratory research work.

Copying documents.

Questioning employes, either openly or under pretext.

Personal observation of production operations, test runs, shipment of finished product or confidential papers.

Espionage rings disguised as commercial concerns, scientific organizations, business men's groups, professional advisors, etc.

One of the first thing oil companies should be doing now is building up a force of competent, trained guards. In too many instances, the guard force has been a dumping ground for men who fail to qualify for other jobs. In preparing for defense, the reverse must be true. Guards should be selected carefully on the basis of these attributes: patriotism, loyalty, intelligence, dependability, co-operativeness, alertness, cool headedness, aggressiveness, physical condition.

In most instances, guards should be no more than 50 years of age. Before hiring guards, the oil company should make a special investigation even more searching than that for other new employes. This investigation should include complete research into the man's personal history, citizenship, society and organization membership, general reputation, background and financial condition. Guards must be fingerprinted.

All guard forces should be uniformed. They should be equipped with flashlight, police whistle, notebook and billy club and it is preferable that they be armed. In most cases they should be deputized by local police departments to empower them to make arrests if necessary in the vicinity of the plant.

PACIFIC COAST

New Technicality Snags Enforcement Of Law Regulating 'Gas' Price Signs

By Frank Breese, West Coast Correspondent

One of the most dragged-out disputes in the West was caused by a state amendment regulating gasoline price signs. Just when it looked as though it might be clarified for dealers and enforcement officers, another question mark was thrown up.

Recently a superior court judge ruled the sign law was constitutional and denied a plea by self-servers for an injunction. Enforcement officers have been holding off since last October, waiting for a clear-cut ruling on the amendment. With the recent superior court ruling, it was expected that the enforcement agents would crack down and haul violators into court. But it wasn't that simple because a new technicality has come up.

Object of the amendment was to make it easy on the motorists by outlawing misleading price savings signs. Thus, the law says you can't advertise a specified savings on the same sign advertising the gasoline. You can advertise the gasoline brand on one sign. Any reference to a savings must be made on a separate sign, without mention of the gasoline.

But some of the dealers are getting around that by posting two signs, separated by a breathing space of six inches. According to one interpertation that is within the law. The enforcement agencies aren't sure about that, so they are waiting for the attorney general's office to clarify the point.

* * *

The enforcement agents are keeping busy, though, according to Frank J. Berka assistant Los Angeles County sealer in the Bureau of Weights and Measures. Mr. Berka said they are continuing to prosecute on the basis of a regulation which prohibits the posting of phoney savings claims. The procedure is to issue a first warning and a final warning before summoning the violator into court. Several convictions on this point have been made. Consequently, Mr. Berka told NPN, station operators now comply "because they know we mean business."

"The situation is much better than it was," Mr. Berka stated. "The stations may stand pat through the warning, but when the final warning is issued, they get busy and change their signs."

There is no outsanding litigation, said Mr. Berka. His office is checking signs and handing out warnings, still more than a full-time job considering the large number of Los Angeles Basin stations.

* * *

Neither the Korean emergency nor the API convention nor anything else will delay the Richfield Oil Corp. "exclusive dealing" case scheduled to go to trial on Nov. 6 in Los Angeles. That is, nothing except possibly a loaded docket and shortage of judges.

This case has been pending since early in 1948 when the U. S. anti-trust department filed the initial complaint. After several delays, the trial date was set for Nov. 6 in the court of Federal Judge Pierson Hall. Recently it was to be shifted to the court of Judge Harry C. Westover

(Continued on p. 42)

Plans to Check Inflation, Conserve War Goods May Peril TBA Credit

NPN News Bureau

WASHINGTON — The twin impacts of the preparedness program and inflation will begin being felt in dead earnest soon at the service station level.

A Federal Reserve Board order now in the works, NATIONAL PETROLEUM NEWS has been told, will impose sharp restrictions on station charge accounts, possibly to the extent of ruling all TBA items ineligible for credit.

And, it may even go so far as to include a limitation on credit between supplying companies and retailers in all lines of business—an action that also could have an effect on TBA credit.

The board's order will take the form of an amendment to its regulation W, whose provisions now are applicable only to certain durable goods. The purpose: to check inflation, and, by making purchases more difficult, to contribute to the conservation of critical materials needed for the defense program.

Time for the amendment's issuance is indefinite, but persons who have discussed it with board officials expect it to be announced within the next three or four weeks.

Replacement Tire Pinch — This past week also brought a report from the Commerce Department of the apparent development of a scarcity of replacement tires and tubes. It attributed the blame to the recent government order requiring use of more synthetic rubber in manufactured products, saying:

"Large manufacturers of tires and inner tubes are bound by contract to supply original equipment to the motor vehicle manufacturers, who continue a very high rate of operations. Consequently these tire manufacturers have to restrict their use of rubber for other customers and other items."

The scarcity, added the department, is apt to be more pronounced for tires than for inner tubes.

Washington Roundup — On other fronts, meantime, the week produced:

—A Petroleum Administration for Defense request of the Budget Bureau of an initial allocation of $512,000 with which to finance the staffing of a "nucleus" organization. (For a fuller discussion of this request, see Washington Comment on p.11.)

—An order by the National Production Authority providing for the "equitable" distribution of priority-rated defense (DO) orders among steel producers, with the object of reducing "possible disruption of distribution" to the oil industry and other steel users.

—Signs of an early agreement between PAD and NPA on an arrangement to step up the flow of containers to oil suppliers, now hard pressed to meet military commitments for lubes and other products because of difficulties they are encountering in obtaining containers.

—A report that the Defense Transportation Administration feels there will be no pinch in steel for tank car construction until at least the last of 1951. The National Petroleum Council had estimated a need for 8,750 new cars, but DTA's thinking is that oil's rail transportation requirements will be satisfied by the steel already available for construction of between 5,000 and 6,000 cars by next July.

—The announcement that NPC's next meeting here is being put off until late November, by which time PAD should be in better position to say what will be the problems and defense tasks confronting the industry in the months ahead.

—An expectation on the part of PAD's avgas experts that refiners will come through with at least a "substantial quantity" of the additional 25,000 b/d avgas production requested over the balance of 1950.

'Efficient' Use of Oil to Be One Objective of Fuels Policy Study

NPN News Bureau

WASHINGTON — The Senate Interior Committee accelerated its plan for a national fuels policy study as Chairman O'Mahoney (D., Wyo.) on Oct. 16 slated public hearings to begin after the middle of November and declared that one of the committee's assignments will be to determine what Congress can do to encourage "efficient" use of the nation's energy resources.

Main objectives of the study, he said, will be petroleum, natural gas, coal and hydroelectric power, in relation to which his committee will: (1) study available reserves in view of present and future rates of consumption, (2) formulate a national fuels policy which would apply to the "use of all fuels and energy resources except atomic power," and (3) recommend methods of encouraging development of fuels resources to promote an expanding domestic economy.

"To accomplish this purpose," Mr. O'Mahoney said, "it will be the program of the committee to invite the co-operation and assistance of leading fuel engineers throughout the country. The committee has no 'case' to prove, no preconceived policy to sustain . . . The committee is seeking only facts. I will present the facts in the belief that the conclusions will then take care of themselves.

"We shall seek information with respect to the production and distribution of each fuel, the organization of each industry, and the relationship of government to the activities of those engaged in the various industries.

". . . Private associations and organizations which are actively engaged in promoting the use of particular fuels will also be asked to contribute. Inquiries will be directed to both private and public research organizations, and the groups which are now engaged in the production and distribution of basic fuels will be given an opportunity to make their suggestions to the committee. Communities which are dependent upon particular fuels will have an opportunity to participate."

As for another, but more limited, fuels survey, the Senate Small Business Committee has completed its on-the-spot study of the New England fuel situation and a report is expected to be readied this week. The survey there was conducted by Burton Behling, fuels researcher for the Library of Congress and former director of staff work for the Federal Power Commission's natural gas investigation.

In other developments in the capital of interest to the oil industry:

1. The Labor Department has completed details of an oil refining wage questionnaire and will begin mailing to every U. S. refiner as soon as Budget Bureau clearance is obtained. Results of the survey—which will establish a minimum wage under the

Walsh-Healey Public Contracts Act for refiners handling government orders of more than $10,000—probably will not be tabulated before the end of the year. Data submitted by individual companies will not be revealed.

2. Interior Secretary Chapman was named by President Truman to two groups concerned with imports of petroleum and other commodities—Interdepartmental Committee on Trade Agreements and Committee for Reciprocity Information.

3. National Council of Private Motor Truck Owners, Inc., declared that the unanimous decision of a three-judge District Court in Richmond, Va., in upholding the ruling of the Interstate Commerce Commission in the Lenoir Chair case was so decisive as to practically rule out further appeals—i. e., to the Supreme Court—by for-hire motor carriers. The District Court supported ICC's contention that private business enterprises are entitled to receive compensation for transporting their own products in their own motor trucks without being subjected to federal regulations on for-hire carriers provided that the "primary" business is manufacturing or some other noncarrier activity.

4. ICC suspended for investigation from Oct. 12, 1950, until May 11, 1951, proposed new commodity rates on petroleum products in tank trucks from Bremen, Meyer and Savannah, Ga., and Tyner, Tenn., to 14 points in Alabama. Rates were published by Walker Hauling Co., Inc., Atlanta, Ga.

In another oil rate proceeding, ICC scheduled a hearing Nov. 6 in Atlanta involving motor carrier petroleum rates from Georgia points to Florida and North Carolina. Rates in question were published by Petroleum Carrier Corp. and suspended earlier by ICC from Sept. 28, 1950 until April 27, 1951.

Oil Men from Coast to Coast Unite To Tell Nation Industry's Story

At the halfway mark, Oil Progress Week gave promise of being the biggest and most successful industry promotion yet staged. Hundreds of speeches, displays and special events already have taken place in all parts of the country, with hundreds more to follow.

Oil men in small and large companies, in all phases of industry operations are co-operating in telling oil's story. They are telling the public why a free and competitive industry can best serve them, and how the industry is meeting the sudden and heavy demands of a war emergency.

Following is a summary of some of the Oil Progress Week activities in various cities showing how some oil men look at their industry's progress.

Boston—Divorcement bills were denounced by API President Frank M. Porter in a speech Oct. 17 before a luncheon of the annual Boston Conference on Distribution. He listed the harmful effects of divorcement as "decreased public service reflected in higher prices, slower deliveries, declining quality, and a severe limitation on the ability of the industry to meet sudden and unexpected emergencies that may devolve on this nation.

"Those who would break this industry into unrelated parts by law," Mr. Porter stated, "seem ready to forsake great demonstrated social and economic gains for a theory of government that has failed wherever it has been tried."

"The American economy is big," Mr. Porter stated, "the demands of the American consumer are great; the military protection of this nation is a large order that demands bigness. It should not be a crime. The freedom to engage in legitimate competition and to prosper according to our efforts and abilities is the American way."

New York—"Fellow citizens, we must re-discover America," W. Alton Jones, Cities Service president and API board chairman told a luncheon of Oil Trades Assn. of New York at the Waldorf-Astoria Hotel Oct. 17.

Calling for defense of American traditions and institutions Mr. Jones stated, "Life on the American Plan is still worth the living, cheaper and better than room and board on any European Plan, with state-controlled welfare from cradle-to-the-grave illusions."

He asserted that preservation of an independent and competitive oil industry depends on overcoming the belief held by many that the industry is "manipulated by a few large companies."

He concluded by urging his listeners to shun foreign ideologies and to battle for America's freedoms.

On the same program, Thomas A. Brown, president of Empire State Petroleum Assn., stressed the opportunities in the oil industry for young people capable of independence of thought and action.

"Actually, the very spirit of opportunity," Mr. Brown noted, "is summed up in the concept of independence. For we independent businessmen, the backbone of all industry, are independent because we make our opportunities."

Ten oil industry exhibits were presented by oil companies operating in New York to the city's schools. The exhibits, which cost $10,000, are entitled: 1) The Origin of Oil, 2) Exploration, 3) Production, 4) Refining, 5) Oil Products Distribution, 6) and 7) Oil and Your Life, 8 Oil and History, 9) Oil and Science, and 10) Research and Your Future.

Tulsa—The petroleum industry has progressed far and fast because it has been relatively free from controls that kill initiative, foresight, energy and growth—all of which are needed for progress. This was what L. F. McCollum, Continental president, told a luncheon sponsored by the Oil Forum Committee of the Tulsa Chamber of Commerce and the Engineers Club of Tulsa Oct. 16.

The industry, Mr. McCollum stated, asks "nothing more than the right to continue to serve the nation under our American system of private enterprise and vigorous competition."

He noted that the oil industry does not fear socialism, fascism or communism, but that "when someone in Washington tells us how much he loves the private enterprise system and how he proposes to 'save it from itself,' then we quake in our shoes."

St. Louis—A civic leaders luncheon sponsored by the Oil Men's Club of Greater St. Louis Oct. 16 heard Indiana Standard's Frank V. Martinek speak on oil progress.

Pointing to the way the industry met the supply challenge of World War II, Mr. Martinek stated, "Our government is based on the idea that men should be free individuals and be governed as little as possible. On that basis, we have progressed farther and faster than any nation on earth."

Earlier, Mayor Joseph M. Darst of St. Louis had proclaimed the week Oct. 15-21 as Oil Progress Week.

Cleveland—Integration was named by A. A. Stambaugh, Sohio senior vice president and director of sales, as the reason the oil industry is able to meet its supply requirements, in a speech recorded for radio broadcast during Oil Progress Week. The address is being broadcast from Cleveland Oct. 18, and from other Ohio cities later.

Criticizing divorcement measures, Mr. Stambaugh stated:

"To seek to break up our great service institutions which have significantly grown in size along with our mounting world problems, to deny the public the reduction in costs which these organizations

make possible, and to endanger our national security, is little short of fantastic. . . .

"It is significant that in our industry, almost without exception, state jobber associations . . . have refused to endorse the principle of divorcement. . . . They realize that the country needs both big and little business. . . ."

Denver — Oil Progress Week in OIIC's Rocky Mountain District is in full swing with 200 meetings slated. Sixty-five city and town mayors have signed proclamations officially designating Oct. 15-21 as Oil Progress Week and have sent news stories to local newspapers.

The new industry motion picture film, "24 Hours of Progress," is being shown in commercial theaters throughout Wyoming. Five hundred special displays are being exhibited in the district showing an oil derrick flying an Oil Progress Week banner. Many of these are mounted in store windows. The displays give figures on industry contributions in each state in the form of wages, persons employed and taxes paid.

OIL PROGRESS GOES NORTH—P. A. Harder (right), OIIC community chairman at Warroad, Minn., has just finished nailing Oil Progress Week poster to sapling at northernmost point in the United States—Minnesota's "Northwest Angle." A Socony dealer, Mr. Harder is shown with his agent, Frank Searle, who last winter drove a tank truck through a 40-below blizzard to deliver badly-needed Diesel fuel to a logging camp at the "Angle"

24,000 Attend Sohio Refinery Open House

By NPN Staff Writer

LIMA, Ohio — More than 24,000 visitors were shown through the enlarged and modernized refinery of Standard Oil Co. (Ohio) here Oct. 13 and 14, during an open house held as part of dedication ceremonies marking completion of a $30,000,000 modernization project.

An additional 4,000 company employes from throughout the state also were taken on tours of the plant earlier in the week.

Formal dedication ceremonies were held Friday morning in the refinery picnic grounds adjoining the plant. Afterwards, a fleet of glass-topped sightseeing buses transported visitors through the 400 acres of refinery grounds.

In a brief speech during the ceremony, C. T. Foster, president, dedicated the plant "to the service of Ohio and the nation" and emphasized the timeliness of the expansion project.

"We have made a substantial investment at Lima," he said, "to meet the increasing demands for petroleum products for civilian consumption. Now we find we are once again called upon by our Armed Forces to supply a steadily increasing volume of petroleum products for defense. Thus our investment here will serve a two-fold purpose: we will be able to provide civilian needs for the citizens of Ohio and at the same time supply military requirements as they are needed."

As a result of its Lima modernization program, Standard of Ohio now describes its refinery there as "the most modern and efficient in the nation." And well it might be. Looking at the plant from the air one can find only a small corner of it which contains any processing equipment or buildings which aren't completely new from the ground up.

Crude charging capacity has been doubled, to about 40,000 b/d. New Fluid catalytic cracking and delayed coking facilities have been added. A complete solvent-type lube oil processing plant has been built—including vacuum distillation, propane deasphalting, furfural extraction, MEK dewaxing and clay contacting units.

Former thermal cracking equipment has been converted to thermal reforming, and gas recovery, catalytic polymerization, and product treating facilities have been enlarged and remodeled.

In addition, a completely integrated maintenance and stores building has been built, plus a new office and control laboratory building, a locker house, additional storage, and auxiliary facilities. New waste disposal units are now under construction.

Jersey Dealer Is Sued For Libel by Sun Oil

NEW YORK—Sun Oil Co. has filed suit in Superior Court of New Jersey against R. A. Reiff, a West Atlantic City service station operator, asking damages for alleged libelous and slanderous statements reflecting upon the company and its independent dealers.

Complaint described a sign at Garden State Oils service station in West Atlantic City as "false, libelous and malicious," and labeled as "slanderous" a statement by Mr. Reiff that Sun is giving "illegal and secret rebates to its stations." Company asks damages of $50,000 on each of these counts.

Sun sent a letter to Mr. Reiff Oct. 6 saying there was "no truth whatsoever" to the charges contained in his billboard on Albany Avenue Boulevard, West Atlantic City, and warning that if he did not remove all "disparaging reference" to Sun appearing on his sign by noon Oct. 9, company "would have no alternative but to take legal action."

Sun letter also said there was nothing "illegal, secret or wrong" about its policy of lowering prices to those Sunoco dealers who find it necessary to lower their prices in order to meet their price competition.

Cab Fleet Will Convert To LP-Gas Operation

MILWAUKEE—Conversion of its entire fleet of 279 taxicabs to propane fuel is being planned by Boynton Cab Co. of Milwaukee, which has had four test cabs operating on propane for the past month.

The company will convert 25 more cabs "very soon," according to John Boynton, vice president, who told NATIONAL PETROLEUM NEWS the cost of converting one cab is about $130. This figure does not include raising the engine compression ratio, which would add to the expense.

At present, Mr. Boynton noted, his company is conferring with automobile manufacturers on compression ratio problems, and is also in the process of installing a 30,000-gal. LP-gas storage tank at its gasoline bulk plant in North Milwaukee.

RESEARCH LABORATORY of Pure Oil Co. at Crystal Lake, Ill., has this combined administration building and chemical laboratory as one of its principal units

Better Products Is Goal of Pure Oil's New 140-Acre Lab at Crystal Lake, Ill.

CHICAGO—More than 6,500 persons toured Pure Oil Co.'s new 140-acre research and development laboratories at Crystal Lake, Ill. when it was opened for public inspection the weekend of Sept. 30-Oct. 1.

Built to keep Pure abreast of product development by its oil industry competitors, the facility was two years in the construction stage. It consists of a series of five modern, red brick buildings in a landscaped area which formerly was sown in grain and alfalfa.

The entire staff of 204 scientists and technicians, together with many truckloads of valuable scientific and engineering equipment, was moved from the laboratory's former location at Winnetka, Ill.

The physical plant has almost 90,000 square feet of laboratory working area. More area is under cover, but the laboratory area is defined as basic working space and does not include the space requirements for passageways and installed equipment.

Largest single structure is the administration and chemistry building, which has three stories and a penthouse, and is made of reinforced concrete with red brick facing. The architects took advantage of all possible daylight by using more than a mile of glass in aluminum ribbons set vertically across the face of the structure.

This building, approximately 205 by 60 feet, contains 37,000 square feet of floor space. The administrative offices and clerical staff and reception room are on the first floor. The second floor contains a research reference library with 3,000 volumes and 125 regular magazines and periodicals. The remaining floor space in the structure is occupied by the chemistry and physics section, which perform various bench tests of Pure's products and conducts much of the analytical and research work of the over-all research and development program.

The automotive laboratory is housed in a building 175 by 50 feet and is devoted to performance testing of Pure's products in a battery of engines and other performance test equipment. Here the significant results of research on new greases, industrial lubricants and metal cutting fluids are tested.

The chemical engineering laboratory, 224 by 50 feet, includes a tall 45-foot bay for unusually high pilot plant equipment. To the east of it is the 120-foot main building, with a 30-foot ceiling.

Wilson Says Oil Profits Lower Than Public Thinks

DETROIT—Profits are fair in the oil industry and are lower than most people think, according to Dr. Robert E. Wilson, Indiana Standard board chairman.

Although people say in surveys that they think 10% on invested capital is a reasonable rate of profit, there are very few oil companies that make more than that on the average, he said Oct. 10 at a Detroit dealer and jobber rally sponsored by the Oil Industry Information Committee of Metropolitan Detroit with the co-operation of the Detroit Oil Men's Club.

"If it were not for the wise use of profits," he added, "the oil industry today would not have the splendid ability it does to serve both civilian and military demands."

Dr. Wilson said that last year the customer's dollar returned Indiana Standard less than 8c. Stockholders got less than 3c, he pointed out, more than 60% of the profit being used for expansion to meet growing demand and make better products—"and we borrowed $50 million besides."

All segments of the petroleum industry were represented at rally. Dealers, jobbers, their employes and families swelled attendance total to 4,100—believed to be one of largest turnouts at an oil rally on record.

Petersen Cites Public's Stake in Attacks on Oil

SACRAMENTO, Calif.—Attacking government's attempts to break up larger companies and industries, T. S. Petersen, president of Standard Oil Co. of California, Oct. 12 told Sacramento Rotary Club that when the government says that a given company is too big, it also is saying to the consumer:

"You're buying too much of this fellow's stuff; you've got to start buying where we tell you."

He also cited the paradox existing due to the current Korean war demands on American industry. On the one hand, he declared, the government is placing orders for tools of defense with "big and capable producers of such weapons," while on the other government seems to be striving "to send out crews with sledge hammers and cutting torches to break up the assembly lines and carve up the factories and seal off the doors and gates by which capacity operations are maintained." He added:

"While money and effort have been poured into building up our national strength on the one hand, some elements in Washington are seeking to break up the bulk of our production capacity."

Mr. Petersen cited cases now on file against General Electric and the West Coast oil industry, pointing out that the principle behind these suits threatens the nation's ability to produce weapons to maintain its security.

FTC's TBA Hearing Delayed to Dec. 11

NEW YORK—Federal Trade Commission's first hearing on its TBA monopoly complaint against Atlas Supply Co. and five "Standard Oil companies" now is tentatively set for Dec. 11 in Washington. Originally it was scheduled to be held here Oct. 16.

Date for filing answers also has been extended—to Dec. 1.

Standard Oil companies accused are those of Ohio, Kentucky, California, Indiana and New Jersey.

Sinclair 'Not Happy' Over Pay Hike

By NPN Staff Writer

Sinclair Oil Corp. has granted salaried employes a 6% pay increase with a maximum of $75 per month effective Oct. 16 for employes receiving not more than $15,000 annually, with those receiving more than $15,000 per year to be considered on an individual basis.

The company also made a wage increase offer corresponding to the industry pattern to union representatives of hourly-paid employes in production, pipe line and refining, although the existing labor agreement calls for no general wage increase or decrease before June 30, 1951.

P. C. Spencer, Sinclair president, said he was "not happy" about the salary increase and wage offer which he termed necessary to keep Sinclair pay rates in line with most of its major competitors.

"We have serious doubts that this wave of wage increases, which must inevitably lead to still higher prices, will prove of any lasting benefit to our workers or our national economy. At some point in this race between wages and prices, real statesmanship on the part of employes, employers and the government will have to be exercised if tragic consequences are to be avoided," he said.

Renew Strike Threat—OWIU last week threatened to renew its strike call of earlier this year against five refineries of The Texas Co. unless the union obtains settlements from the company which it deems satisfactory.

The statement was contained in the latest issue of OWIU's publication for members, which also states that OWIU locals thus far have rejected "almost all" of the 6% wage increase offers of oil companies, particularly those made by majors, and "are holding out for more."

The paper noted that to date "practically every sizeable oil company in the country has indicated a willingness" to raise wages by 6%, with at least a 10c minimum raise, and that several locals had settled with smaller companies for raises that averaged better than 12c.

Negotiations are continuing at all five plants of The Texas Co. and several issues have been settled, but "a major stumbling block has been encountered at Lawrenceville, Ill., where the company continues to refuse to rehire 69 laid-off former employes" to replace men hired during Texaco strike earlier this year, OWIU said.

OWIU's report on negotiations in California with oil majors can be summarized as follows:

Union Oil—Tentative agreement reached on 6% raise with 10c minimum, plus other improvements that bring figure up to 13.1c an hour.

Continental—Similar settlement reached.

California Standard—Negotiations at Richmond brought company offer of 6% increase, but union has not accepted.

Shell Development—Emeryville local has rejected 6% boost offer and is holding out for 25c across the board increase.

OWIU said negotiations with Shell Oil and General Petroleum were under way and that Tide Water, Richfield and California Standard at El Segundo were scheduled to meet with union negotiators soon.

Other labor developments included these:

Drivers Return—Operations were resumed Oct. 12 at Shell Oil's Detroit terminal and bulk plant as 80 drivers who walked out Oct. 7 in a wage dispute returned to their jobs. Decision to resume work pending further negotiations seeking agreement on points at issue was reached at meeting of OWIU local.

Special Pay—Special compensation up to a maximum of two months' pay will be given Standard Oil (Indiana) employes entering active duty in the armed forces after a year or more of company service. Plan, retroactive to June 25, 1950, provides that employe with company a year will draw a full month's company pay after his first month of military service and an additional month's pay when he returns to company employ from military service of one year or more.

NLRB Rulings—OWIU was within the law in its strike notice to Ohio Oil, NLRB ruled Oct. 13. Board overruled a decision by Irving Rogosin, board examiner, that the union had not given the required notice.

In another action the board certified OWIU Local 228 as collective bargaining representative of office and clerical employes of The Texas Co., Port Neches, Tex. OWIU failed to win representation of employes of Colonial Oil Co., Inc., Norfolk, Va., by a vote of 24-3 against the union.

Their Notes and Debentures were placed privately through the undersigned with institutions purchasing them for investment. They are not offered for sale and this announcement appears as a matter of record only.

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NEW YORK BOSTON PHILADELPHIA

October 2, 1950

Need Big 'Gas' Dumps, Chicago Told

NPN News Bureau

CHICAGO—Restricting gasoline deliveries to 3,000 gals. per load would be a crippling blow in time of war, Chicago City Council subcommittee was informed Oct. 16.

Statement was made by John A. Ainlay, executive secretary of Central Division, American Petroleum Industries Committee, in commenting at public hearing on restrictive ordinance proposed as result of May 25 Chicago streetcar-gasoline truck tragedy.

Mr. Ainlay pointed out that Chicago consumes some three-quarters of a billion gals. of gasoline per year, most of which is transported twice on city streets at an accident rate "about half of the average of all other forms of trucking."

"Our good record wasn't something that just happened to be," he said. "The industry hires the best safety engineers in the country. They have spent years studying these problems. They co-operate with other recognized safety engineers and safety organizations. They know the hazards of petroleum and what can and cannot be done with it."

Chicago would have faced a tragic situation in World War II had the petroleum industry lacked a strong transportation system, Mr. Ainlay said. Had the industry not been able to use large trucks, operated by trained men, service would have broken down to fire and police departments, busses and motor coaches, taxis, industries, dairies, bakeries, airways, food and mercantile establishments, and private motorists.

"At the present time, practically all these consumer demands are being met by means of a very efficient trucking system. If, by the enactment of an ordinance these large trucks are suddenly eliminated, then you cannot expect that they will again be available to take over the tremendous job that they did in the last war," Mr. Ainlay said.

"The City Council has an obligation to see that hazards are kept at a minimum. You also have an obligation to see that no ordinance is passed which is based on unfounded beliefs or false theoretics.

"Safety engineers have advised against the passage of this type of regulation. Transportation engineers agree that this ordinance will not do the job expected of it. American Petroleum Institute engineers do not recommend it, and finally, the National Fire Protection Assn., called the supreme court of fire safety, actually warns against the passage of such ordinances, Mr. Ainlay declared.

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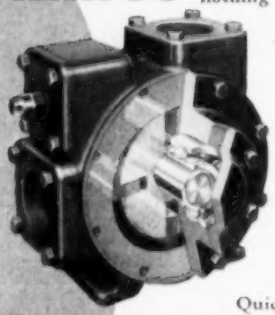

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Note the vane placement in the phantom pump and the enlarged detail at the left. Vanes are self-adjusting for wear. If the vanes eventually wear to the extent indicated by the shaded area in the drawing, they may be easily replaced at little cost. The pump lasts a lifetime.

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Full rated capacity of the 40, 60, 100 and 200 g.p.m. Blackmer truck pumps is delivered at moderate shaft speeds.

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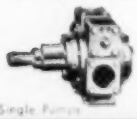
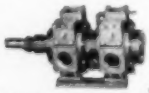
Write for Bulletin TP3 describing Blackmer Truck Pumps

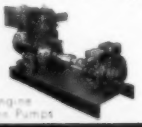


Single Pumps



Dual Pumps

Manifolded Dual Pumps



Engine Driven Pumps

BLACKMER PUMP COMPANY—GRAND RAPIDS, MICHIGAN

Oil Men Urged to Study Proposed NFPA Rules

National Fire Protection Assn. has published, in pamphlet form the "1950 Tentative Suggested Ordinance for Storage, Handling and Use of Flammable Liquids."

The association, in publishing the pamphlet, points out that the suggested ordinance has been only tentatively adopted by NFPA.

The association requests that suggestions of possible changes be submitted to NFPA by Jan. 1, 1951, so that they will receive proper committee consideration. Association is particularly anxious for oil men to study the material and to offer suggestions so that the ordinance in its final form will reflect the best possible good practices within the oil industry.

Copies of the pamphlet or information regarding the ordinance may be obtained by writing:

National Fire Protection Assn.
60 Batterymarch St.
Boston 10, Mass.

FTC Attack on Price Differentials Hits Small Business—Champion Spark Plug

NPN News Bureau

WASHINGTON—Champion Spark Plug Co. charged Oct. 17 that a Federal Trade Commission order proposed by a commission examiner is "intended to establish a precedent condemning functional pricing in all American industries," and asserted the order is a blow to small business.

The company referred to a proposed order which would require the nation's three largest spark plug manufacturers — Champion, Electric Auto Lite and AC Spark Plug Co.— to sell at the same prices to its customers unless price differentials could be justified on basis of savings in cost (see NPN Aug. 16, p.33).

In a brief filed with FTC in opposition to the examiner's proposed order, Champion declared that the recommendation is an "ill-conceived and irresponsible attack upon the American functional price structure" and is contratry to law.

"Again and again under the old Clayton Act and under the new Robinson-Patman Act," said Champion, "the courts and the Commission have said that variations in prices between functional classes may be price 'differences,' but are not, within the meaning of these acts, unlawful price 'discriminations.'

"The proposed order asserts that all prior courts and commissions were wrong. A reversal of these authorities is unthinkable.

Blow to Small Business—"If manufacturers must be sold at the same price as wholesalers, wholesalers at the same price as retailers and retailers at the same price as consumers, small business will be dislodged from its position in the American economy and will inevitably be swallowed up by giant, integrated companies.

"Large manufacturers, when they find they may no longer receive their customary low manufacturer's trade discounts, but suddenly have to pay more, will either absorb their smaller suppliers or build new factories to supplant them in order to retain their present low costs.

"The small manufacturers, in contrast, unable to afford new factories, will have to pay the new higher prices and thereafter, thanks to this commission, will be disabled from competing on an even footing with the large companies.

"The middleman—whose livelihood depends upon the receipt of a functional trade discount denied to large chain retailers—may well be virtually eliminated."

Asserting that all businessmen either buy or sell on a functional price basis, Champion stated:

"Every supplier has determined the price differences between those classes of customers by the exercise of his individual business judgment, taking into consideration the tangible and intangible realities of his competitive industry. He recognizes that it may be necessary for him to justify any price differences between any two manufacturers, or between any two wholesalers, or between any two retailers; but he does not surrender to commission accountants the determination of all of his prices.

The company noted that the government, itself, in disposing of surplus property, offered functional discount to prospective purchasers, and that the government, during days of OPA, "expressly required that industry should continue its functional pricing."

You Can SEE the Superiority of A-F Conveyor Engineering!

Like giant fingers this A-F Upender receives heavy oil drums as they move in an *upright position* on an A-F Live Roller Conveyor, quickly tilts the drums *on their sides*, then lowers them onto an A-F Apron Conveyor which leads through a tunnel to the boat loading dock at this large refinery. The A-F Upender can also be operated to reverse the handling procedure.

Here again you can SEE the superiority of A-F Conveyor Engineering which eliminates production jams, reduces handling costs and increases profits. If *you* need help in speeding your production, write today.

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Anything LESS than HEIL quality

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In the purchase of truck tanks, your ultimate decision may influence your profits for the next ten years or more. If you take the time to make a point-by-point comparison, you will find this decision easy to make. For in few things you buy is the difference in first-cost dollars so small when compared with the difference in prospects for profit.

A Heil tank is engineered to outlast the truck chassis. The entire tank, supporting channels, cabinets, catwalk, skirting — are built as a single, integrally-welded unit. Yet its simple, effective mounting method provides lithe, smooth roadability that keeps it in service years longer.

Heil research, special techniques, and modern precision equipment now make it possible to provide custom quality at prices you'd expect to pay for ordinary tanks. Heil is *able* to give you more for your money — *and does!*

If you are one of the many fuel-oil marketers now using Heil tanks, you know these things. If not, ask the men who do. They're all around you. And it is significant that *three out of four sales of Heil tanks are repeat sales to satisfied users!*

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HEIL *WHIPPET* TANKS are designed for the local delivery of fuel oil. Weather-proof rear cabinet is integral with tank shell, deep enough to house hose reel and meter equipment. Also supplied with cabinets on one or both sides. *Available for immediate delivery in capacities from 1000 to 1600 gallons.*

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HEIL *CRUISER* TANKS are designed for city delivery of gas, fuel oil, or both. For fuel-oil delivery the pump, hose reel and meter are located in the weatherproof, right-side compartment. In summer, this equipment is easily removed and the space used for package goods and other items. *Capacities from 1500 to 2100 gallons.*

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Pacific Coast Comment

(Continued from p. 32)

because of Judge Hall's calendar of criminal cases. In an effort to work off this backlog of cases, some relief justices have been called in; and Charles C. Cavanah has been assigned the case. Not until Judge Cavanah has a chance to examine the docket will the case definitely start Nov. 6.

That's the only consideration, though. An authoritative informant told NPN that Korea and the national emergency would have no effect on the case. He said no time will be taken out for the API convention either if the case gets started.

He believes the case will last longer than the Standard of California "exclusive dealing" hearing which took a month. This case is almost the same as the California Standard one, except that one involved written contracts while this pertains to oral agreements. Standard lost the verdict in a decision carried to the Supreme Court.

Basic point of the complaint is that Richfield dealers are compelled to handle only products authorized by Richfield, thus closing their individual market to competitors and thus depriving customers of an open selection.

* * *

The Pacific Coast division of the antitrust department is geared to prosecute both the Richfield case and the antitrust suit filed against the West Coast majors.

Latest on that is that the defendants have until Nov. 6 to file objections to the complaint and to answer the 300 interrogatories issued by the antitrust office. If the defendants don't meet the deadline, they will be at default technically. That, however, is a detail at this stage since it is part of the preliminary sparring.

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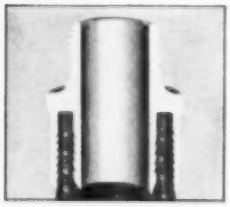

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Wherever rubber hose is used in the handling of liquid petroleum products, Super-Grip couplings give safe assurance against leakage and save costs.

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1950 Still Colder in East, Southeast Than 1949

CLEVELAND—Weather in East Coast and Southeast cities during the heating season Sept. 1 through Oct. 14, 1950, was generally colder (more degree days*) than either 1949 or normal**, according to NPN's regular degree day check of 14 cities.

However, in the Midwest weather was generally warmer (fewer degree days) than either last year or normal.

Degree Day Summary
Sept. 1—Oct. 14

	1950	1949	Normal
East Coast			
Boston	208	175	204
New York	150	68	128
Philadelphia	148	84	99
Washington	120	69	124
Average	184	94	138
Midwest			
Chicago	182	212	221
Cleveland	185	162	197
Detroit	231	218	242
Minneapolis	275	307	327
Omaha	184	178	181
St. Louis	90	83	72
Average	191	197	207
Southeast			
Birmingham, Ala.	35	26	5
Charleston, S. C.	5	0	15
Nashville, Tenn.	66	32	65
Raleigh, N. C.	78	31	60
Average	47	27	38

*"Degree" days are the number of degrees F. by which the mean temperature for any 24-hour period falls below 65 degrees. Thus a mean temperature of 50 degrees F. for a 24-hour period would equal 15 degree days. It is estimated that the average home oil burner will burn about a gallon of fuel oil for each three degree days.

**Normal degree day figures are based on average temperatures from individual weather station files dating back to year records were first kept.

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Erase Time Lag Between Tank Wagon, Refinery Price Boosts, Bero Urges

By CHARLES BOYD, JR.
NPN Staff Writer

INDIANAPOLIS — The need for smoothing out the jobber's margin structure and the importance of the Independent taking part in oil defense work both nationally and locally were the main topics discussed at the fall meeting of the Indiana Independent Petroleum Assn. here on Oct. 12-13. Speakers made the following points:

1. Eliminate the period of lag which occurs between a rise in refinery prices and tank wagon prices—John L. Bero, president of the National Oil Jobbers Council.

2. Include Independents in membership of important defense committees—Morris Parker, president of the Indiana association.

3. Jobbers must give time and effort necessary to serve on the Petroleum Administration for Defense if they don't want it staffed by major company men—Barney Majewski, vice president in charge of sales, Deep Rock Oil Corp.

4. Insufficient steel capacity is the biggest bottleneck in defense mobilization and this shortage hurts the Independent oil man most because "the squeeze is always on the little guy"—C. Girard Davidson, assistant secretary of the Interior for Mineral Resources.

Time Delay Hit—An end to the delay which occurs between a rise in refinery prices and tank wagon prices was urged by Mr. Bero.

"It is the period of drag, before compensating tank wagon adjustments are made, during which a jobber suffers," he declared.

He urged jobbers to look at their "margin of profit." The point of most concern to the jobber is the "on and off" nature of his margins, he added.

Two things should be remembered by suppliers as necessary to the jobber, he said—a sufficient supply of quality fuels at all times; and a reasonable "margin of profit."

He explained that fuel oil delivery service is more costly than gasoline, and determination of margins—protected or otherwise—should be predicated on this fact.

Mr. Bero said the jobber wants a continuation of open and free competition in the conduct of the oil industry, and he has no inner desire for government regulation. But while the jobber welcomes the challenge of clean and good toe-to-toe competition, the rules of the game must apply to all parties, with no hitting below the belt, he declared.

Mr. Bero called for action by suppliers to permit jobber competition for commercial and industrial accounts by setting up some reasonable competitive basis. He hit the loaning of equipment, painting programs and other "acts of misplaced charity," when not based on the application of common sense.

He urged the promotion of friendly relationships between the supplier and the jobber because a house divided lacks the needed solidarity to withstand the perils of the era in which we operate. At the same time jobbers should become vocal and tell suppliers about their problems, fears and thinking, he said.

The Independents should determine that their own businesses are running efficiently so there will be no possible criticism, Mr. Bero declared. Jobbers should make sure that equipment is modern and properly maintained.

He hit the policy of some suppliers which permits the building of expensive station facilities and then subsidizing them. The supplier might invest the money to better advantage by helping the jobber with the financing of a few station projects and letting him pay back the expenditure over a long term, Mr. Bero said. He urged that a goodly share of the retail business be kept in the jobber's hands.

Top Management Action Needed—Mr. Bero said the practice of sound public relations, with special reference to stabilizing jobber moods and attitudes by effecting a friendly, sound and sympathetic understanding, should soon be given close scrutiny by those who occupy positions of responsibility in the oil industry.

He told the jobbers that the appointment of a general counsel to represent them in Washington will give them immediate and pertinent information concerning the things that affect them and the industry, and their interests will be protected.

Mr. Parker opened the meeting by pledging co-operation in the nation's defense effort and asking that Independent oil men be placed upon important defense committees "in order that those who write the rules and name those who are to enforce them be properly advised."

Independent Needed—He said that Independent oil men are needed on every individual committee—state, regional, and national—that pertains in any way at all to the petroleum industry. Volunteers are needed who will give freely of both time and talent, even to spending their personal funds to serve in a studious and business-like manner on all forums, in order that the interests of all Independents be fairly protected, he said.

In the haste during the last war many mistakes were made, Mr. Parker declared. "We found little folks too often placed in positions of power; and we found that nothing makes more for the autocrat or the bureaucrat than to put small-gauged, and narrow-visioned folks in positions where they can rule with iron hands."

"Perhaps we found so many of that type in dictatorial jobs because so many of us were too busy with our own affairs, or thought we were, that we did not assume some of the duties which were rightfully ours," Mr. Parker said.

He attacked the "unwise, unconsidered rules and regulations which have been hastily proposed to limit the usefulness of the gasoline transport. The use of gasoline transports may need new interpretations, but the defense effort must not be hampered by legislation which would needlessly restrict gasoline delivery to both private and industrial consumers."

Jobbers Should Step Up—Mr. Majewski said the Independent jobber is entirely capable of taking a place in the marketing setup of PAD. Fur-

Officers Re-Elected

INDIANAPOLIS—All officers of the Indiana Independent Petroleum Assn. were re-elected. They are: president—Morris Parker, Central West Oil Corp., South Bend; vice president—C. J. Kramer, Colonial Oil Co., Indianapolis; and treasurer—Emmett Farmer, Capitol Oil Co., Camby.

Four new directors were elected: Russel Williams, Jr., Gasteria; Albert Russell, Indiana Farm Bureau; Glen Robinson, Quality Oil Co.; and Charles Gerber, Gerber Oil Co. Mr. Kramer was re-elected to the board.

OK Financing of Ellis

The Indiana Independent Petroleum Assn. has approved a budget to pay for its part in maintaining the Washington counsel—Otis Ellis—hired by the National Oil Jobbers Council.

thermore, he is invited to work on PAD and should have representatives on all policy-making committees in and out of the government, he added. But the jobber must devote some of his time to this defense work if he doesn't want to have the major company men make up the PAD staff, Mr. Majewski declared. The jobber should not shirk his responsibility, he added.

He said no segment of the oil industry will suffer unduly in the present emergency, but all-out war would disrupt operations. He declared that lowering of octanes now would not be noticed much because only a few cars actually need them.

He warned jobbers that they should not burden the government with things which the individual should take care of himself if he is to maintain his freedom.

Secretary Davidson told the jobbers that the Interior Department wants Independents to step up on oil defense groups, and he urged the selection of competent Independents for the job.

He said it was impossible to tell what effect the emergency might have on the oil industry because the nation's $240 billion economy is "very touchy."

Ties Oil Problems to Steel—He tied future oil industry problems closely to the availability of steel and traced how the shortage of steel had hurt expansion of crude oil output during the last war and postwar period.

Secretary Davidson continued:

"It takes a lot of steel to keep the oil industry going at the current level. It will take much more to expand oil production to meet future requirements. During the war years the oil industry was able to obtain only 1.6 million tons of steel instead of its normal prewar and postwar steel consumption of almost two and one-half million tons.

"These figures, however, are dwarfed by today's needs. . .The National Petroleum Council estimates oil needs as close to 10 million tons of steel in 1950 and over 11½ million tons in 1951. That is about 10% of current total steel production."

Jobber Can Be Hurt—"For you as Independent oil jobbers, and for small businesses in general, steel requirements have special meaning. In times of steel shortage the Independent jobber, the small operator, the non-integrated producer has a particularly hard time in obtaining his supplies. The squeeze is always on the little guy."

If sufficient steel had been available, the nation's industrial output in 1948 would have been 10% higher, Secretary Davidson estimated. He criticized the steel industry for its slow action on expansion programs.

"The steel men were not prone to expand their production in times of boom because it cost too much and they felt they wouldn't be able to retire the investment profitably. On the other hand, in times of depression when the costs were low, they were equally disinclined to expand because they feared that good times would never return," he said.

Steel Industry Criticized—He criticized the steel industry for not heeding expansion requests. While the steel men reacted quickly, they crowded all the production they could out of the existing plants and even put some obsolete facilities back into service, he declared, and simultaneously they raised the budget for their public relations counsellors and a big advertising program.

Mr. Davidson said today's steel capacity is slightly more than 100 million tons, or four million more than 1948. For the last half year the steel plants have been operating continuously close to or above rated capacity, he said.

If we now had the 106 million tons of capacity asked for two years ago, we would be closer to meeting our normal needs, but we certainly would not have enough for defense requirements, he asserted. If the steel industry follows its present projected schedule, and provides 110 million tons of capacity at the end of 1952, it still will not be enough, he said. This amount will have to be produced by 1953 for normal civilian demands, and there is a difference between capacity and actual production.

A conservative estimate of the capacity of steel production needed by the end of 1952 is about 120 million tons for civilian demands alone with another five or ten million tons needed for defense, he said.

The steel industry has announced an expansion for the same period of about 10 million tons, Secretary Davidson said, and all evidence indicates that this is not enough to do the job for normal civilian requirements and particularly for meeting military needs.

Natural Gas Growth on Wane—While natural gas will offer serious competition to fuel oil until 1952, its rate of growth will slow down after that period, Robert Gray, editor of *Fuel Oil & Oil Heat*, told the jobbers.

He said that natural gas costs five times more to transport than fuel oil. This, coupled with the fact that the cheap distress gas is already bought up, will reduce its effectiveness as a competitor, he declared.

Independent Compounders Name Helling President

KANSAS CITY, Mo.—Fred H. Helling, vice president of Penn Central Oil Co. of Kansas City, Kans., was elected president of the Independent Oil Compounders Assn. at the third annual convention Oct. 6-7. He succeeds L. F. Paape of the Filmite Oil Corp., Milwaukee, the association's first president.

Jack C. Nourse of the Nourse Oil Co., Kansas City, Mo., was elected vice president, succeeding Mr. Helling, and Harold J. Hlavka of Smith Oil & Refining Co., Rockford, Ill., was re-elected treasurer.

New board members chosen are: C. A. Shepard, Inter-State Oil Co., Kansas City, Kans., and Al Warden, Warden Oil Co., Minneapolis. Re-elected to the board are: Mr. Paape; C. F. Battenfield, C. F. Battenfield Oil Co., Detroit; Kenneth E. Lemons, D-A Lubricant Co., Indianapolis, and John Papple, H. K. Stahl Co., St. Paul.

Two government representatives, George R. Phillips, business specialist of the Kansas City office of the U. S. Department of Commerce, and Don Arnagno, manager of Federal Supply Service, Kansas City, discussed the topic, "The Place of the Independent Oil Compounder in a War Economy."

They outlined the necessary steps by which an Independent oil compounder may participate in the bidding for government contracts and explained the new policy of federal buying under which, they said, preference on purchases is given whenever possible to small business.

A panel of industry experts discussed topics of current interest to compounders, including such subjects as automatic transmission lubrication, 5-W motor oil, shortage of metal containers.

Lyle W. Munson of the Calumet Refining Co., Chicago, speaking on the subject "Creating Good Will for the Independent Compounder," urged members of the association to develop a specific program for explaining the aims and purposes of the organization and its accomplishments to the numerous Independent compounders throughout the nation who are not members.

Norman M. Hall of the St. Louis office of Dun & Bradstreet discussed the topic, "Credits and Collections."

J. P. Maslow, Jr., Market Editor, NPN and Platt's OILGRAM Price Service, 30 West 59th St., New York (21) CIrcle 5-1480 Office OILGRAM News Bureau, Cleveland (15), 1213 West 3rd St., CHerry 1-7612 - Chicago (1), 10 East Van Buren St., HArrison 7-5081 - Tulsa (3), 901 World Building, 7-7212 - Washington (4), 10 41 National Press Building, NAtional 8477 - Houston (2), 320 First National Bank Bldg., ATwood 9412

Cite Tanker Rate Rise in Distillate Boost

A general 0.5c boost in prices for distillate fuel oils by several of the largest Eastern suppliers, Esso, Socony, Atlantic and Kentucky Standard, drew top position in mid-October oil markets.

Higher costs of tanker transportation figured heavily in prompting price increases along the East Coast.

There also was the need to stimulate greater refinery yields of heating oils—and lower yields for gasoline.

Refined prices over the nation generally were firm, although there was little open market trade. Buyers for the most part were standing pat. The motoring season was almost over and the heating season was just getting started, with the result that demand for products beyond regular business sales from refiners to marketers was light.

Socony-Vacuum made an increase of 0.5c per gal. in its prices for kerosine, No. 2 fuel and Diesel oil generally throughout its Eastern marketing territory, effective Oct. 12.

The advance was "a normal price change, as an incentive to refiners to make more heating fuels," a Socony spokesman said in pointing to the fact that stocks currently "are about 13% lower than a year ago with a cold winter forecast."

The company's new prices at New York Harbor for kerosine are 10.2c tank car, 10c barge; for No. 2 fuel, 9.2c tank car, 9c barge.

Coincident with its advance in eastern fuel prices, Esso said it was reducing its "cargo, barge, tank car and tank wagon prices of gasoline in varying amounts up to 0.3c per gal. at the U. S. Gulf and the immediately adjacent points."

(Editor's Note—Esso Standard is not now reporting, and has not reported for several months, its Gulf Coast cargo prices for gasoline to NPN.)

The increase in distillate prices applied to all classes of trade and all methods of delivery, Esso said, adding that it was "caused by sharp increases in transportation costs which have occurred in the past few weeks." Points served by pipe lines, or by transportation other than tankers, were not included in the increase.

At points from New York Harbor south along the seaboard to Wilmington, N. C., Esso's kerosine, No. 2 fuel, gas oil and shore plant Diesel prices were advanced flat 0.5c. Light Diesel bunker prices were increased 21c per bbl.; heavy Diesel bunkers, 13c. Esso's prices for Nos. 4 (0-10 p.t. No. 5) and 15-60 p.t. 5 fuel oils were advanced in amounts ranging from 5 to 10c per bbl.

At New York Harbor, Esso's tank car prices are: kerosine 10.1c, No. 2 fuel 9.1c, gas oil 9.2c and Diesel oil 9.5c.

"To meet its customers' demand for products, the company has had to charter many tankers from independent owners at rates far above those established by the maritime commission during the last war, and also far above the allowance for tanker transportation included in its new East Coast prices," Esso statement said, adding: "The present narrow differentials between cargo prices of kerosine and heating oils at the Gulf and the retail prices in effect on the Eastern Seaboard have discouraged the movement of these products to the Eastern market. Latest figures indicate that industry stocks in primary storage in this large consuming area are about 9,500,000 bbls. less than they were at the beginning of last winter.

"If these stocks are to be built to last year's levels by the start of the heavy consuming season, they must be increased at the rate of nearly 2,000,000 bbls. per week, which is more than twice the rate at which the accumulation of stocks has heretofore taken place during summer and early autumn.

"The reduction in gasoline prices in the Gulf is a step in the direction of encouraging refiners to increase distillate yield and lower gasoline yield. This shift in yields must be made to meet the heating oil demand of a normal or colder-than-normal winter. No gasoline price reductions on the Eastern Seaboard are being made since the price reductions in the U. S. Gulf are more than offset by the increase in tanker transportation costs to the East Coast."

Esso's reductions in gasoline tank car and tank wagon prices were confined to Louisiana. Company's prices at most points in the state, with exception of New Orleans where no change was made, were cut 0.3c per gal. New Baton Rouge tank car price for regular gasoline is 11.1c, barges 11c. New tank wagon prices for Esso (regular) gasoline: Baton Rouge, 13.7c; Alexandria, 15.1c; Lake Charles, 13.8c; Shreveport, 15.4c; and New Iberia, 13.9c.

Atlantic Refining and Standard Oil Co. (Kentucky) announced a general boost of 0.5c in prices for kerosine, No. 2 fuel and Diesel oil, effective Oct. 16.

Atlantic's increase applied for all methods of delivery at points north of Wilmington, N. C. The company's new prices at Philadelphia are: Kerosine 10.2c tank car, 10.1c barge and 13.1c tank wagon; No. 2 fuel, 9.2c tank car, 9.1c barge and 12.2c tank wagon.

Kentucky Standard's boost, which was made "in view of currently high tanker rates," applied at Jacksonville, Miami, Port Everglades, Savannah and Tampa.

Meanwhile, last paid rates for both clean and dirty ships were unchanged in the weekly tanker market report of Dietze, Inc. (see p. 49). Last paid clean rate for Gulf New York remained at USMC plus 47.5%, dirty at plus 45%, or $1.20 and $4.13 per ton, respectively.

A halt to the "runaway" tanker market was foreseen by some shipping experts. They pointed out that several large users of tonnage had their needs fairly well in hand for the time being.

Military sea transport service had obtained "substantial" coverage of requirements for tanker tonnage to move 1,250,000 bbls. of fuel oil from the Persian Gulf

Summary of Daily Gasoline Prices (Oct. 10 through Oct. 16)

	Monday Oct. 16	Friday Oct. 13	Thursday Oct. 12	Wednesday Oct. 11	Tuesday Oct. 10
Motor Gasoline 93 Oct. R (Premium):					
Oklahoma (Group 3)	11.375(1)	11.375(1)	11.375(1)	11.375(1)	11.375(1)
Midwestern (Group 3 basis)	11.375(1)	11.375(1)	11.375(1)	11.375(1)	11.375(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)12.75-13.25(1)	(1)12.75-13.25(1)	(1)12.75-13.25(1)	(1)12.75-13.25(1)	(1)12.75-13.25(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12.5(1)	12.5(1)	12.5(1)	12.5(1)	12.5(1)
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
Cent. W. Tex. (Truck Tnsp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 90 Oct. R (Premium):					
Oklahoma (Group 3)	(3)11.375-11.75(1)	(3)11.375-11.75(1)	(3)11.375-11.75(1)	(3)11.375-11.75(1)	(3)11.375-11.75(1)
Midwestern (Group 3 basis)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)	(2)11.375-11.875(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)					
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
E. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11.75-12(1)	(1)11.75-12(1)	(1)11.75-12(1)	(1)11.75-12(1)	(1)11.75-12(1)
Motor Gasoline 88 Oct. R (Premium):					
Oklahoma (Group 3)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)
Midwestern (Group 3 basis)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)	(2)11.375-11.75(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)	(3)12-12.75(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)	(1)11.75-12.5(1)
Cent. W. Tex. (Truck Tnsp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)	(1)11.375-11.5(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	12(3)	12(3)	12(3)	12(3)	12(3)
E. Tex. (Truck Tnsp.)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)	(1)11.5-12.5(1)
Motor Gasoline 84 Oct. R (Regular):					
Oklahoma (Group 3)	10.375(1)	10.375(1)	10.375(1)	10.375(1)	10.375(1)
Midwestern (Group 3 basis)	10.375(2)	10.375(2)	10.375(2)	10.375(2)	10.375(2)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
E. Tex. (Truck Tnsp.)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
Cent. W. Tex. (Truck Tnsp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 82 Oct. R:					
Oklahoma (Group 3)	(2)10.375-10.75(1)	(2)10.375-10.75(1)	(2)10.375-10.75(1)	(2)10.375-10.75(1)	(2)10.375-10.75(1)
Midwestern (Group 3 basis)	(2)10.375-10.875(1)	(2)10.375-10.875(1)	(2)10.375-10.875(1)	(2)10.375-10.875(1)	(2)10.375-10.875(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)	(1)10.75-11.7(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	(1)10.5-11(3)	(1)10.5-11(3)	(1)10.5-11(3)	(1)10.5-11(3)	(1)10.5-11(3)
Cent. W. Tex. (Truck Tnsp.)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)	(1)10.375-10.5(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	10.75(1)	10.75(1)	10.75(1)	10.75(1)	10.75(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
E. Tex. (Truck Tnsp.)	----	----	----	----	----
Cent. W. Tex. (Truck Tnsp.)	----	----	----	----	----
Motor Gasoline 60 Oct. M. & below:					
Oklahoma (Group 3)	(1)9.625-10(1)	(1)9.625-10(1)	(1)9.625-10(1)	(1)9.625-10(1)	(1)9.625-10(1)
Midwestern (Group 3 basis)	(2)9.75-9.875(1)	(2)9.75-9.875(1)	(2)9.75-9.875(1)	(2)9.75-9.875(1)	(2)9.75-9.875(1)
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	(2)9.75-10.8(1)	(2)9.75-10.8(1)	(2)9.75-10.8(1)	(2)9.75-10.8(1)	(2)9.75-10.8(1)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)10.375-10.5(3)	(1)10.375-10.5(3)	(1)10.375-10.5(3)	(1)10.375-10.5(3)	(1)10.375-10.5(3)
E. Tex. (Truck Tnsp.)	(1)9.875-10.5(1)	(1)9.875-10.5(1)	(1)9.875-10.5(1)	(1)9.875-10.5(1)	(1)9.875-10.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)9.5-10.5(1)	(1)9.5-10.5(1)	(1)9.5-10.5(1)x	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 93 Oct. R (Premium):					
New York harbor	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)	(1)14.75-15(1)
New York harbor, barges	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)	(1)14.65-14.9(1)
Philadelphia	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)	(1)15.15-15.2(1)
Philadelphia, barges	15.05(1)	15.05(1)	15.05(1)	15.05(1)	15.05(1)
Baltimore	(1)12.9-15(2)	(1)12.9-15(2)	(1)12.9-15(2)	(1)12.9-15(2)	(1)12.9-15(2)
Baltimore, barges	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)	(1)12.8-14.55(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)	(2)13.85-14.35(1)
New York harbor, barges	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)	(2)13.75-14.25(1)
Philadelphia	15.15(1)	15.15(1)	15.15(1)	15.15(1)	15.15(1)
Philadelphia, barges	15.05(1)	15.05(1)	15.05(1)	15.05(1)	15.05(1)
Baltimore	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)	(1)12.9-14.05(1)
Baltimore, barges	12.8(1)	12.8(1)	12.8(1)	12.8(1)	12.8(1)
Motor Gasoline 86 Oct. R (Regular):					
New York harbor	(3)12.85-13.6(1)	(3)12.85-13.6(1)	(3)12.85-13.6(1)	(3)12.85-13.6(1)	(3)12.85-13.6(1)
New York harbor, barges	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)	(3)12.75-13.4(1)
Philadelphia	(2)13.7-13.9(1)	(2)13.7-13.9(1)	(2)13.7-13.9(1)	(2)13.7-13.9(1)	(2)13.7-13.9(1)
Philadelphia, barges	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)	(1)13.6-13.8(1)
Baltimore	(3)11.9-13.5(2)	(3)11.9-13.5(2)	(3)11.9-13.5(2)	(3)11.9-13.5(2)	(3)11.9-13.5(2)
Baltimore, barges	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)	(1)11.8-13.3(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	(1)13.75-14(2)	(1)13.75-14(2)	(1)13.75-14(2)	(1)13.75-14(2)	(1)13.75-14(2)
83 Oct. R (Regular)	(2)12.75-13(1)	(2)12.75-13(1)	(2)12.75-13(1)	(2)12.75-13(1)	(2)12.75-13(1)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)	(1)13.4-13.9(1)
83 Oct. R (Regular)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)	(1)12.4-12.9(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	13.9(2)	13.9(2)	13.9(2)	13.9(2)	13.9(2)
83 Oct. R (Regular)	12.9(2)	12.9(2)	12.9(2)	12.9(2)	12.9(2)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

to the Far East, and at present has no plans to enter the market for additional ships.

Product offerings to governmental and municipal agencies continued to be somewhat in less volume than desired. The military reduced its shortage of commitments and offerings against requirements for grade 115 avgas by 170,000 bbls., but still was shy 1,115,000 bbls. of full coverage on that product plus another 1,019,000 bbls. of grade 100.

Detroit Street Railways received only one bid, that of Peerless Distributing Co., to supply its busses for the period beginning Nov. 1 (for details see p. 49).

ATLANTIC COAST

Distillate Fuel Prices Up 0.5c

Increases of 0.5c in distillate fuel prices were reported by several major company suppliers at Eastern Seaboard terminals the second week of October, and reports from most sources indicated a general price advance would result. The trade had for several weeks anticipated an upward swing in prices, in light of higher tanker transportation from the Gulf to the Atlantic Coast. While some suppliers increased their heavy fuel prices, low quotations were for the most part unchanged.

Major developments of the week followed in rapid suc-

cession. Socony-Vacuum announced that, effective Oct. 12, it would advance its prices 0.5c per gal. for kerosine, No. 2, and Diesel oil throughout its Eastern marketing territory. After lull of Columbus Day, Esso Standard announced a like increase in distillate fuel prices, effective Oct. 14, and others also made advances on the same day. Kentucky Standard upped its light fuel prices at its terminals supplied by tankers.

Generally, advances applied to prices for all methods of delivery. Companies cited increased transportation costs and low accumulation of stocks in primary storage at the seaboard as incentive in making price increases. Stocks are "about 13% lower than a year ago," with a cold winter forecast, Socony said.

At New York Harbor, buyers said they were "awaiting developments" on fuel prices, and there was little activity. Most fuels remained closely held. Although in one instance No. 2 was said to have been offered at 8.5c, the generally quoted barge price, later reports indicated that little was offered below 8.7c.

Move in light fuel prices followed increases of 10 to 15c per bbl. in prices for heavy fuels made the previous week by Gulf Oil and some other suppliers. However, the majority had as yet made no changes in their prices for residual oils. Generally, prices for No. 5 and 6 ranged higher at most points, with lows of ranges unchanged. However, at Philadelphia No. 5 (15-60 p.t.) was quoted 15c per bbl. higher at $2.80; at Albany, No. 5 (15-60 p.t.) was quoted 21c higher at $3.35, and No. 6 fuel 15c higher at $2.60, both by one supplier.

Gasoline remained easy at New York Harbor. Offerings of 86 oct. Research regular-grade, and sales in some instances, were said to have been made at 12c and 11.75c. Quotations reported by harbor suppliers ranged upward from 12.75c, barges.

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 46 and the price tables appearing on pages 50-55 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price change, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 53 the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices, indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

GULF COAST

Market Continues Quiet; Prices Firm

The period of quiet which has hovered over the Gulf Coast market for several weeks remained unbroken as October neared the half-way point. Reports of both sellers and buyers indicated further easing of supplies of most products. "High" transportation rates, for both tankers and barges, however, continued to stifle trading. Prices for the most part were unchanged and firm.

An Independent refiner, who had been quoting 8.5c for No. 2 fuel, reduced his price 0.25c to 8.25c a gal. for the only price change reported the entire week. Quotations of other suppliers for No. 2 ranged upward from 7.5c, with two quoting that figure for regular-customer sales only.

The weather as yet has not been sufficiently cold to stimulate replacement buying of heating oils from either East Coast or Midwest spot buyers. And, according to reports, contract buyers buying on the basis of FOB the Gulf in some instances have released material to the open market rather than to pay current transportation rates.

While there was a slight decline in ocean tanker freight rates, it was not sufficient to encourage buying by those accounts who had the storage space for additional supplies. Such accounts were the exception, most trade sources said, for reports generally indicated both Midwest and Eastern buyers were "loaded" with heating oils.

A "sizeable" inquiry was in the market for kerosine and this product was said to be the tightest in the refined oil list. The buyer, according to reports, indicated willingness to take gasoline along with kerosine in order to obtain the latter.

Some increase in gasoline activity was disclosed early in the week. Two cargoes of 86 oct. Research regular-grade for October domestic lifting, and a cargo of 70-72 oct. leaded gasoline for October export, were closed with all three cargoes going at "*Platt's Oilgram* low, date of lifting." Low quotation for 86 oct. the past week was 11c; for 70-72 leaded, 10c. A second cargo of 70-72 was said to have been offered firm to an export buyer, direct, at 10c for late October.

Reports were in conflict concerning foreign inquiry for 70-72 oct. gasoline. Some sources said inquiry continued active while others declared buyers had dropped out of the market "completely." Foreign buyers have been in and out of the market frequently in the past few weeks but little of their requirements has been regarded by the trade as "firm business."

MID-CONTINENT

Residual Demand Continues Strong

Continued good demand for heavy fuel with spot buyers of gasoline and little interest in heating oils were indicated in reports of Mid-Continent refiners in the week ended Oct. 14. Most sources described kerosine, range oil and No. 2 fuel as in a "between-season lull." Prices, however, generally were firm.

A number of refiners in Oklahoma, North Texas and Kansas declared they had little or no heavy fuel to offer beyond quantities scheduled to their regular customers. Buyers continued to look for supplemental lots of No. 6 fuel and some of them were interested in making commitments for several months ahead.

Trade sources in Oklahoma said there was a flurry of interest in obtaining coiled dirty tank cars. Some refiners were of the opinion that current calls for dirty cars exceeded supplies of residual available in the area.

Sales to other than regular, contract buyers almost exclusively involved heavy fuel. One refiner reported selling 10,000 bbls. of No. 6 at $1.75 per bbl., Group 3. Another

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Oct. 15	15.45	11.64
Month Ago	15.47	11.62
Year Ago	15.13	11.19

Dealer index is an average of dealer tank wagon prices ex tax in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston, and Gulf Coast.

sold 10 cars at "5c per bbl. over refiners' Group 3 prices." A 20-car purchase of No. 6 for resale also was disclosed at "2.5c per bbl. off (the low)." Prices reported by refiners for No. 6 fuel ranged upward from $1.65 per bbl. in Oklahoma and most Texas districts.

Sales of "medium" No. 5 fuel in lots of 10 to 15 cars were reported at $1.90 and $1.95 per bbl., Group 3.

Demand of northern buyers for gasoline, heating and Diesel oils was quiet, according to reports. This, however, was offset partially by local calls for product arising from crop harvesting. Jobbers in the Midwest reportedly were well stocked with heating oils, and therefore were placing shipping instructions only to the extent of current consumption.

Prices for a number of products ranged higher in Kansas following advances of from 0.1 to 0.375c per gal. made by two refiners. Kerosine was up 0.1c on the low, with 42-44 w.w. quoted at prices ranging from 9.1 to 10.25c.

Lows and highs of refiners' prices were unchanged in most other Mid-Continent districts.

CHICAGO DISTRICT

Range Oil Prices Advance 0.125 to 0.25

Range oil prices moved up 0.125 and 0.25c on the low and high respectively in Chicago District last week with product, along with No. 2 fuel, still closely held at refineries and water terminals.

Reports on gasoline continued to conflict. Refiners said product was tight, while terminal operators indicated product had eased supplywise, but prices remained steady. Heavy fuels were steady with material available for October shipment, but not available to new buyers beyond Nov. 1 "deadline," according to reports.

Tightness in distillates continued to curtail trading, but several sources declared buyers were bidding "premiums" to "loosen up" light fuels in this area. One such purchase was disclosed when a reseller, not usually offering in Chicago market, reported selling 5,000 bbls. of range oil at 11.5c, FOB Chicago District, to a jobber for immediate shipment. Sale also was reported by a marketer of 10,000 gals. of No. 2 fuel at 10.375c.

Prices for range oil were up 0.125c on the low to 11.125c and up 0.25c on the high to 11.5c, Chicago District. Upward trend in prices also was apparent in No. 2 fuel with one more supplier quoting 10.5c; other quotations ranged from 10.125c.

Sales of No. 5 fuel ranging in quantity from 4,000 to 15,000 gals. were disclosed at 7.75c, 7.8c and 8.1c; No. 6 fuel at 6.85 and 7.1c, Chicago District. Quotations ranged from 7.75 to 8.2c and 6.85 to 7.2c, respectively.

Status of gasoline supply in Chicago District continued to find refiners and terminal operators on opposite sides. Sales of 82 oct. regular-grade gasoline from the terminals were reported at 12.625c and 12.75c, which also represented the price range for this grade. Sales of premium 88 oct. gasoline were reported at 13.75c; quotations ranged from 13.3 to 13.75c.

CENTRAL MICHIGAN

No. 5 Fuel Prices Up 0.25 to 0.5c

Central Michigan refiners' quotations for No. 5 fuel were higher the second week of October, while prices for other products generally were unchanged. Light fuels were "strong" despite fact that storage was nearing full mark at some plants. Demand for gasoline, especially higher octane product, was good.

Quotations for No. 5 fuel ranged from 7.75 to 8.75c, Central Michigan, up 0.25c on the low and 0.5c on the high. Suppliers reported all industrial grades of fuel, Nos. 3 through 6, were in "very light" supply.

MIDWESTERN (Chicago-E. St. Louis Area)

Light Fuel Supply Eases, Prices Steady

Light fuels were the products most under discussion in the Midwest in the second week of October because of steady rise in refinery inventories. While some sources indicate there were "quiet" offerings of No. 2 fuel "below the low, (quoted price)," most sources declared product was closely held and prices steady.

No changes were reported in refiners' prices, and trading, for most part, was quiet.

Discounts of up to 0.25c per gal. to encourage jobbers to keep their storage 100% filled with No. 2 fuel reportedly were being made in some instances, according to trade sources. Others, however, said they were unable to locate any product being "discounted." Sales of "an occasional" car of range oil at 8.75c and No. 2 at 8.125c, Group 3, were disclosed by a refiner. No. 2 fuel quotations ranged from 8.125 to 8.375c; range oil was quoted at 8.75c.

Heavy fuel was said to be "very tight," especially to buyers seeking deliveries after Nov. 1. A marketer disclosed sale of 25 cars of No. 6 fuel per month over the winter at "approximately" $1.70 per bbl., Group 3 basis, in buyer's cars. Four Midwest refiners quoted No. 6 at $1.65 per bbl., Group 3.

Sales of "a few" cars of cycled regular-grade gasoline at 9.625c, Group 3 basis, were reported by a marketer. Marketers' quotations for cycled regular gasoline ranged upward from 9.5c; for refined regular, from 9.75c. Midwest refiners' quotations for 82 oct. regular ranged from 10.375 to 10.875c, Group 3.

WESTERN PENNA.

Most Products Continue Strong

Most products continued strong in Western Penna. in the week ended Oct. 14. While lubricating oil prices were unchanged, bright and cylinder stocks remained tight, with tightness in wax and petrolatum "nearly as great," according to reports. Scale wax was quoted higher.

Buyers of motor oil remained "very active," most refiners said. At the same time, one refiner stated that there was less "pressure" from buyers. Another commented that while inquiry for base stocks was less, he ascribed drop in inquiry to the fact that buyers knew he had material to offer.

While neutrals were easier, demand for bright and cyl-

Crude Oil Prices

No changes reported in crude oil prices during week ended Oct. 14. For complete crude schedules see pp. 50-51, Sept. 27 NPN.

inder stocks, particularly the latter, was far from satisfied, according to all reports. One large supplier said his cylinder stock sales had been limited "to single cars only, at (his) posted prices to regular customers of long standing, for their own use only, and not for resale." Foreign buyer was in market for about 10,000 bbls. of 630 flash.

Quotations for 25 pour bright stock ranged from 27 to 28c. Some refiners said sales could be made at "30c or higher." Several buyers also said they had been quoted "30c and over" for bright stock. One lot of 1,000 bbls. of motor oil was offered at 30c field, it was said, and a broker late in the week said he had been unable to obtain coverage on inquiry for about 5,000 bbls. of motor oil.

Scale wax was quoted 0.5c higher at 5c per lb., tank cars the field. Material was scarce on the open market, with most refiners sold-up through November.

Buyers also reported "extreme tightness" in snow white petrolatum. One declared he had been able to obtain "only 4 drums" for December delivery. Quoted from 6.625 to 7.625c per lb., snow white was quoted to export buyers and brokers in some instances at 7.25c to "as high as 7.75c", some sources said. Others said none was available for spot purchase before January.

Demand remained active for fuel oils. In two instances, Oil City refiners advanced their prices 0.5c for most grades. Low quoted prices remained unchanged. Demand for gasoline was normal for the season, most refiners said.

Oil Truck Hauls Rise 16.3%

NPN News Bureau

WASHINGTON—Tonnage volume of petroleum products transported by tank truck in August increased 9.5% over the previous month and 16.3% over August, 1949, according to American Trucking Assns. Oil product hauls in August accounted for about 14% of all freight hauls, report said.

Tanker Rates Generally Unchanged

NEW YORK—Last paid rates for both clean and dirty ships were unchanged for all principal trades in weekly tanker market report of Dietze Inc. Oct. 13 with the pace of chartering having slackened considerably in past week.

Last paid clean rate for Gulf/New York remained at USMC plus 47½%, dirty at plus 45%, or $4.20 and $4.13 per ton, respectively.

U. S. flag dirty fixtures totaled eight, outnumbering clean by two to one, the Dean H. a 9,500-tonner, was fixed for lube oil, U. S. Gulf/Holland, November, at USMC plus 100% ($15.30 per ton).

Peerless Sole Detroit 'Gas' Bidder

Special to NPN

DETROIT—Peerless Distributing Co., Detroit, was the only supplier to enter a proposal at bid opening here Oct. 11 to supply Detroit Street Railways with its gasoline requirements for city-owned busses for the period beginning Nov. 1.

Proposal, specifying terms of 1% 20 days, agrees to furnish 6,000,000 gals. for three months, 12,000,000 gals. for six months, at 81 oct. regular-grade gasoline at delivered price of 12.67c per gal.

DSR's bid invitation also called for quotations to be furnished on lower octane gasoline, from 81 to 75, in the event that government defense regulations require lowering of octane ratings. For the six-months period, Peerless agreed to lower its price 0.15c per gal. for each one-point reduction in octane number from 81.

Company also tendered an alternative bid specifying delivered price of 12.6c per gal. on 12,000,000 gals. of regular gasoline with clause stipulating price change of 0.125c per gal., up or down, for each 5c per bbl. variation in 40 gravity Mid-Continent crude.

Peerless' prices in current proposal compare with price of 11.8c less 1% 20 days (11.682c net) at which it furnished 81 oct. regular for DSR busses during May, June and July of this year.

Chicago Gasoline Price War 'Unsettled'

NPN News Bureau

CHICAGO—Retail gasoline prices still were in an "unsettled" condition as city's price war began its seventh week.

While many stations again took their price signs down, situation was described "still touchy" in some districts.

Fight for gallonage, which originally is said to have started primarily over give-away premiums to passenger car drivers now also includes as a "sore point" discounts to truckers up to 2c per gal.

During price war period, retail prices for regular-grade gasoline were as low as 13.4c at private brand dealers; 14.4c among some major brand dealers. Prior to start of the price cutting, respective retail prices were 19.4c and 20.9c.

Above prices are ex 4.5c state and federal taxes.

Lube Oil Price Index Climbs 1.1%

NPN News Bureau

WASHINGTON—A 1.1% increase in the lubricating oil index resulted in the over-all oil price index rising 0.1% for the week ended Oct. 10, Bureau of Labor Statistics complete index, based on *Platt's Oilgram* quotations, is shown below for weeks ended on comparative dates indicated (1947 equals 100):

	Oct. 10 1950	Oct. 3 1950	Oct. 11 1949	% Change Oct. 3, 1950 to Oct. 10, 1950
Crude & products	122.6	122.5	112.6	+0.1
Crude	132.9	132.9	107.1	
Refined products	120.9	120.8	109.0	+0.1
Gasoline	130.4	130.4	123.5	
Kerosine	125.9	125.9	111.2	
Distillate fuels	127.7	127.7	110.9	
Residual fuels	97.2	97.2	75.2	
Lubricating oils	85.4	84.5	87.4	+1.1
Natural gasoline	107.9	107.9	95.2	

While not on a comparable basis with above oil index, bureau's wholesale price index for about 900 commodities using 1926 as base year was down 0.3% at 168.2 for week ended Oct. 10.

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Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT OCT. 16

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments, for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only, and such prices appear in the price tables. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

For complete price service delivered daily from nearest *OILGRAM* publishing office, New York, Cleveland and Houston, address Platt's Price Service, Inc., 1213 West 3rd St., Cleveland (13), Ohio. Annual subscription rate in U. S.: $150 per year, payable in advance.

GASOLINE

OKLAHOMA (Group 3)

93 Oct. R Prem.	11.375(1)
90 Oct. R Prem.	(3)11.375–11.75(1)
88 Oct. R Prem.	(2)11.375–11.75(1)
86 Oct. R Prem.	(1)11.375–11.5(1)
84 Oct. R Reg.	10.375(1)
82 Oct. R Reg.	(3)10.375–10.75(1)
80 Oct. R Reg.	(1)10.375–10.5(1)
60 Oct. M & below	(1)9.625–10(1)

MIDWEST (Group 3 basis)

93 Oct. R Prem.	11.375(1)
90 Oct. R Prem.	(2)11.375–11.875(1)
88 Oct. R Prem.	(2)11.375–11.75(1)
84 Oct. R Reg.	10.375(2)
82 Oct. R Reg.	(2)10.375–10.875(1)
60 Oct. M & below	(2)9.75–9.875(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	(1)12.75–13.25(1)
90 Oct. R Prem.	...
88 Oct. R Prem.	(3)12–12.75(1)
84 Oct. R Reg.	(1)11.25–11.5(1)
82 Oct. R Reg.	(2)10.75–11.7(1)
80 Oct. R Reg.	10.75(1)
60 Oct. M & below	(2)9.75–10.8(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

93 Oct. R Prem.	12.5(1)
90 Oct. R Prem.	12(1)
88 Oct. R Prem.	12(3)
86 Oct. R Prem.	12(3)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	11(2)
80 Oct. R Reg.	11(2)
60 Oct. M & below	(1)10.375–10.5(3)

E. TEX. (Truck tnspt.)

93 Oct. R Prem.	12(1)
90 Oct. R Prem.	(1)11.75–12(1)
88 Oct. R Prem.	(1)11.75–12.5(1)
86 Oct. R Prem.	(1)11.5–12.5(1)
84 Oct. R Reg.	10.75(1)
82 Oct. R Reg.	(1)10.5–11(3)
80 Oct. R Reg.	...
60 Oct. M & below	(1)9.875–10.5(1)

CENT. W. TEX. (Truck Transpt.)

93 Oct. R Prem.	12(1)
88 Oct. R Prem.	12(1)
84 Oct. R Reg.	11.25(1)
82 Oct. R Reg.	10.75(1)
80 Oct. R Reg.	...
60 Oct. M & below	(1)9.5–10.5(1)x

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	11.75(1)
80 Oct. R Reg.	10.75(1)
60 Oct. M & below	9.625(1)

KANSAS (For Kansas destinations only)

90 Oct. R Prem.	11.6(1)
88 Oct. R Prem.	(2)11.6–12.625(1)x
86 Oct. R Prem.	(2)11.6–12(1)
82 Oct. R Reg.	10.6(2)
80 Oct. R Reg.	(2)10.6–11.625(1)x
60 Oct. M & below	(1)9.6–10.875(1)x

WESTERN PENNA.

Bradford-Warren:

86 Oct. R Prem.	(1)13.75–14(2)
83 Oct. R Reg.	(2)12.75–13(1)

Oil City:

86 Oct. R Prem.	(1)13.4–13.9(1)
83 Oct. R Reg.	(1)12.4–12.9(1)

Pittsburgh:

86 Oct. R Prem.	13.9(2)
83 Oct. R Reg.	12.9(2)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

90 Oct. R Prem.	(2)14–14.5(1)
86 Oct. R Prem.	(1)13.25–14.25(1)
84 Oct. R Reg.	(3)13–13.5(1)
82 Oct. R Reg.	(1)12.25–12.5(1)
Str. run gasoline, excl. Detroit shpt.	(4)10.5–12.125(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	14.0

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	(1)12.5–16.5(1)
74-76 Oct. M Reg.	(1)11–14(2)
San Fran. dist.:	
80-82 Oct. M Prem.	(1)16.25–17(1)
74-76 Oct. M Reg.	(1)14.25–14.5(1)
San Joaquin Valley dist.:	
80-82 Oct. M Prem.	(1)16.25–17(1)
74-76 Oct. M Reg.	(1)14.25–14.5(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 ñ.

0 p.t.	30.5(1)
10 p.t.	29.5(1)
15 p.t.	28.5(1)
25 p.t.	27(5)

150 Vis. (143 at 100°) 400-405 ñ.

0 p.t.	29.5(1)
10 p.t.	28.5(1)
15 p.t.	27.5(1)
25 p.t.	26(1)

Bright Stocks.

145-155 vis. at 210°, 540-550 ñ., No. 8 col.

10 p.t.	29.5(1)
15 p.t.	28.5(1)
25 p.t.	27–28

CYLINDER STOCKS:

400 S.R. filterb'l.	22(3)
650 S.R.	24(3)
600 ñ.	26(3)
630 ñ.	27(2)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210°. Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
80-85 vis.	2	(1)14.5–15.5(1)
86-110 vis.	2	(1)15–15.5(1)
150 vis.	3	(1)15.5–17.5(1)
180 vis.	3	(1)16.5–18(1)
200 vis.	3	(1)16.5–18.5(2)
250 vis.	3	(1)17–19(2)
280 vis.	3	(1)17.5–19.5(2)
300 vis.	3	(1)18–20(1)

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	31(1)
150-160 vis. D:	
0-10 p.p.	(1)27–28(1)
10-25 p.p.	(1)27–27.5(1)
120 vis. D:	
0-10 p.p.	(1)26–27(1)

Bright Stock—Solvent

150-160 vis. 0-10 p.p., 95 v.i.	(1)31–33(1)

Neutral Oils—Solvent

170-180 vis., 95 v.i.	(1)22–25.25(1)
200-210 vis., 90-85 v.i.	(1)23–25.5(1)
300 vis., 95 v.i.	(1)24.5–26(1)

Cylinder Stocks

600 s.r., olive green	21(1)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	(2)11.5–12.5(2)
200	No. 2-3	(4)12.5–13(1)
300	No. 2-3	13.25(5)
500	No. 2½-3½	14(5)
750	No. 3-4	14.75(5)
1200	No. 3-4	15.5(4)
2000	No. 4	16.5(5)

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NEW ENGLAND PETROLEUM CORPORATION

New York Boston

LUBRICATING OILS for Tank Car Buyers

UNIFORM HIGH QUALITY

DEEP ROCK

DEEP ROCK OIL CORPORATION

616 South Michigan Avenue

Chicago 90, Illinois

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT OCT. 16

(SOUTH TEXAS cont'd.)

RFD OILS:

100	No. 5-6	(1)11.5-12.5(2)
200	No. 5-6	(4)12.5-13(1)
300	No. 5-6	13.25(5)
500	No. 5-6	14(5)
700	No. 5-6	14.75(5)
1200	No. 5-6	15.5(5)
2000	No. 5-6	16.5(5)

KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(3)8.875-9.25(2)
42-44 w.w.	(3)8.875-9.25(2)
Range oil	(1)8.75-9(1)
58 & above D.I. diesel	(3)8.75-9.25(1)
No. 1 p.w.	(4)8.75-9.25(1)
No. 1 straw	(3)8.75-9.25(1)
No. 2 straw	(4)8.125-8.625(1)
No. 3	(1)8-8.125(1)
No. 6	(5)$1.65-1.75(2)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(3)8.875-9(1)
42-44 w.w.	(4)8.875-9.375(1)
Range oil	8.75(1)
58 & above D.I. diesel	(3)8.75-9.25(1)
No. 1 p.w.	8.75(5)
No. 2 straw	(5)8.125-8.375(1)
No. 6	$1.65(4)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(1)8.5-9.5(1)x
42-44 w.w.	9(2)
58 D.I.	(1)9.25-9.25(1)x
No. 2 straw	(1)8-8.25(1)
No. 6 fuel	$1.65(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	....
42-44 w.w.	10.5(1)
58 & above D.I. diesel	9.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(2)8.5-9.25(1)
No. 6 fuel	(1)$1.65-1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.75-9.25(1)
42-44 w.w.	(2)9-9.5(1)
58 & above D.I. diesel	(1)8.25-9(1)
No. 2 fuel	x(1)8.5-9.25(1)
No. 6	(1)$1.65-1.75(2)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9-9.5(1)
58 & above D.I. diesel	(1)8.75-9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	(1)8-9(1)
No. 5 fuel	....
No. 6 fuel	(1)$1.65-2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	x(2)9.1-10.25(1)x
58 & above Diesel	x(1)9.2-9.625(1)x
No. 1 fuel	(1)8.9-10.25(1)x
No. 2 fuel	(1)8.3-9.625(1)x
No. 4 fuel	$2.77(1)
No. 5 fuel	(1)$2.22-2.27(1)
No. 6 fuel	(1)$1.67-2.00(1)

ARK. (For shipment to Ark., La.)

42-44 w.w.	9(1)
Tractor fuel	9.375(1)
Diesel fuel 52 & below	8.75(1)
Diesel fuel 58 & above	9.125(1)
No. 2 fuel	8.25(1)
No. 3 fuel	7.875(1)
No. 4 fuel	$2.15(1)
No. 5 fuel	$1.95(1)
No. 6 fuel	$1.80(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	(2)10.25-10.75(1)x
No. 1 fuel	....
No. 2 fuel	x(1)9.75-10.25(1)
No. 3 fuel	(1)9.5-10(1)x
36-40 gravity	9.5(1)

Oil City:

Kerosine	(1)10.25-10.5(1)
No. 1 fuel	(2)10-10.25(1)x
No. 2 fuel	(1)9.5-10(1)x
No. 3 fuel	(1)9.5-9.75(2)
36-40 fuel	(1)9.5-9.75(2)

Pittsburgh:

Kerosine	x(1)10.5-10.75(1)x
No. 1 fuel	x10.5(1)
No. 2 fuel	x(1)10-10.375(1)x
No. 3 fuel	9.5(1)
36-40 fuel	x(1)9.5-9.875(1)x

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(1)11.05-11.8(1)
46-49 w.w. kero.	(1)11.05-12(1)
P.W. distillate	(1)10.8-11.5(2)
No. 2 light straw	(1)10.3-11.2(1)
No. 3 straw	(1)10.25-10.75(1)
U.G.I. gas oil	(3)8.5-10(1)
No. 5 fuel	(2)7.75-8.75(1)
No. 6 fuel	(3)7.5-8(3)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	(1)12.6-13(1)
Heavy fuel (PS 400)	(1)$1.80-1.90(1)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10.4-11.5(1)
Stove dist. (PS 100)	(1)11.9-13(1)

Los Angeles:

40-43 w.w.	(2)12-12.5(1)
Heavy fuel (PS 400)	(2)$1.70-1.85(1)
Light fuel (PS 300)	(1)$2.00-2.05(4)
Diesel fuel (PS 200)	(1)7.5-11.2(1)
Stove dist. (PS 100)	(1)8.5-12.7(1)

San Francisco:

40-43 w.w.	(1)12.5-13(1)x
Heavy fuel (PS 400)	(1)$1.80-1.90(1)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10.4-11.5(1)
Stove dist. (PS 100)	(1)11.9-13(1)

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70	6.875(Quotes)

FOB BRECKENRIDGE

Grade 26-70	5.875(Quotes)

A DOUBLE PROFIT IN EVERY QUART!

● When you market ELK 100% pure Pennsylvania lubricating oils in bulk or under your own label, you are assured of steady supply and handsome extra profits.

Elk Refining Company's unique jobber-distributor-compounder agreement guarantees delivery on a price-protected basis. Your customers, who have known and trusted 100% pure Pennsylvania motor oils for years, are always satisfied when you sell them the best. These two facts add up to greater customer good-will and handsome extra profits from every quart of oil you sell.

It costs you nothing to find out how much more you can make marketing the world's finest lubricating oils . . . refined from 100% pure Pennsylvania grade crudes by Elk Refining Company. Phone, write or wire for complete details without obligation.

ELK REFINING COMPANY
KANAWHA VALLEY BLDG.,
CHARLESTON 24, W. VA.
Refiners of Highest Quality Pennsylvania Grade Petroleum

100% PURE PENNSYLVANIA ELK PRODUCTS

Motor Oils ● Bright Stocks ● Neutrals ● Cylinder Stocks ● Waxes

VENTALARM®
WHISTLING OIL TANK FILL SIGNAL
So quick, so accurate — with faster fills . . .
Saves time and money — and stops all spills.
Write SCULLY SIGNAL CO., 79 First St., Cambridge 41, Mass.
Canadian Licensee: EMPIRE BRASS MFG. CO., Ltd., Toronto, Ontario

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT OCT. 16

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

90 Oct. R Prem.	(1)12.375-14(2)
88 Oct. R Prem.	(1)13.3-13.75(4)
84 Oct. R Reg.	13(2)
82 Oct. R Reg.	(1)12.625-12.75(3)

Light Fuel Oils

Range oil	x(2)11.125-11.5(1)x
No. 2 Fuel	(2)10.125-10.5(2)

Heavy Fuel Oils

No. 5, low sulfur	(1)7.6-8.2(1)
No. 5, high sulfur	(1)7.75-8.1(1)
No. 6, low sulfur	7.1(1)
No. 6, high sulfur	(1)6.85-7.2(1)

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	x5(2)
124-126 A.m.p.	x5(2)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls., fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
121-6 wh.		6(2)	6(2)

Fully Refined:

123-5	6.95(1)		
125-7	6.95(3)	7.65(3)	
128-30	6.95(2)	7.65(3)	
130-32			(1)7.7-7.75(1)
133-5	7.05(4)	7.75(2)	
135-7	7.2(2)		(1)7.8-7.9(1)
138-40	7.55(3)		(1)8.15-8.25(2)
143-9	7.8(2)		(1)8.3-8.5(2)
149-51	10.05(1)	11.5(1)	

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	11.375(3)
Cleaners naphtha	11.875(2)
V.M.&P. naphtha	11.875(4)
Mineral Spirits	10.875(4)
Rubber solvent	11.875(3)
Lacquer diluent	(2)12.125-12.625(1)
Benzol diluent	(2)12.125-13.625(1)

WESTERN PENNA.

Oil City:

Stoddard solvent	(1)13-13.5(1)

Pittsburgh:

Untreated naphtha	
Stoddard solvent	13.5(2)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	17.0
Mineral Spirits & Stoddard Solvent	16.0
Rubber Solvent	14.875

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	(1)10-11.25(1)

CENT. W. TEX. (Truck Trnspt.)

Stoddard Solvent	10.5(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.75(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	18(4)	15(5)
Philadelphia	(3)15.5-18(1)	(4)14.5-15.5(1)
Baltimore		14.5(3)
Boston	16.5(4)	15.5(5)
Providence		15.5(4)

ATLANTIC & GULF COASTS

Prices are of refiners FOB their refineries & tanker terminals, and of tanker terminal operators FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

District	93 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	86 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine-No. 1 Fuel
N. Y. Harbor	(1)14.75-15(1)	(2)13.85-14.35(1)	(3)12.85-13.6(1)	----	(8)9.6-10.2(1)x
do barges	(1)14.85-14.9(1)	(2)13.75-14.25(1)	(3)12.75-13.4(1)	----	(8)9.5-10(10)x
Albany	(1)14.95-15.2(3)	(1)14.95-15.2(2)	13.7(7)	----	(4)9.8-10.4(5)x
Baltimore	(1)12.9-13(2)	(1)12.9-14.05(1)	(3)11.9-13.5(2)	----	(3)9.8-10.3(7)x
do barges	(1)12.8-14.55(1)	12.8(1)	(1)11.8-13.3(1)	----	(1)9.7-10.2(3)x
Baton Rouge	----	----	----	x11.5(1)	8.7(1)
do barges	----	----	----	x11(1)	----
Boston	(1)14.95-15.7(1)	(1)14.95-15.2(3)	13.7(8)	12.7(1)	(4)9.8-10.2(10)x
Charleston	(1)12.5-14.475(1)	12.5(1)	(1)12.5-12.475(1)	----	(3)9.9-10.4(2)x
Corpus Christi	(1)12.5-13.5(1)	12.5(1)	11.5(2)	----	----
Houston	(1)12.5-13.3(1)	12.5(1)	(1)11.25-11.5(2)	----	(1)9.25-10.25(1)
do barges	(1)12.5-13.3(1)	(1)11.5-12(1)	(1)11.3-11.5(2)	----	(1)8.75-9.25(1)
Jacksonville	13.6(2)	(1)13.3-13.6(4)	(1)12.5-12.8(8)	----	(10)10.5-11(1)x
Miami	13.6(1)	13.6(2)	12.6(2)	----	(2)10.5-11(1)x
Mobile	13.4(2)	13.4(1)	12.4(3)	----	10.3(4)
New Haven	15(2)	15(2)	13.5(3)	----	(3)10.8-10.3(6)x
New Orleans	12.6(1)	12(1)	11.6(1)	(1)11.25-11.3(1)x	(2)9.7-9.95(1)
do barges	12.6(1)	12(1)	11.6(1)	x(1)11.2-11.25(1)x	(1)9.7-9.95(1)
Norfolk	(1)12.9-14.2(1)	(1)12.9-13.2(1)	(1)11.9-12.2(2)	----	(4)10-10.5(3)x
Pensacola	----	13.4(1)	12.4(1)	----	10.3(2)
Philadelphia	(1)15.15-15.2(1)	15.15(1)	(2)13.7-13.9(1)	----	(1)9.7-10.2(6)x
do barges	15.10(1)	15.10(1)	(1)13.6-13.8(1)	----	(1)9.6-10.1(6)x
Ft. Everglades	13.8(1)	13.6(1)	12.6(1)	----	(1)10.5-11(1)x
Portland	(1)15.05-15.5(2)	(1)14.5-15.5(1)	13.5(1)	----	(5)10.5-10.4(8)x
Providence	(1)14.95-15.2(2)	(1)14.7-15.2(1)	13.7(5)	----	(1)9.8-10.2(8)x
Savannah	13.6(2)	(2)13.3-13.6(2)	(2)12.3-12.6(6)	----	(5)10.5-11(1)x
Tampa	13.4(2)	(1)13.3-13.4(2)	(1)12.3-12.4(6)	----	(7)10.3-10.8(1)x
Wilmington, N. C.	(1)15.15-15.55(2)	(1)15.15-15.2(1)	(1)12.15-12.55(2)	12.15(1)	(3)10-10.5(2)x

	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (9-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)
N. Y. Harbor	(1)9.6-9.7(1)x	x(1)9.2-9.6(1)x	(1)8.2-8.3,20(1)x	x8.2-8.7(1)	(2)9.5-9.6(2)
do barges	(1)9.5-9.6(1)x	x9.5(1)	(1)8.2-8.3,10(1)x	x2.54(1)	----
Albany	(2)9.3-9.4(10)x	x9.3(1)	8.15(1)	----	(1)9.3-9.4(3)x
Baltimore	(3)8.7-9.2(7)x	x9.3(1)	x(1)7.95-7.98(1)	x2.57(1)	(2)9.1-9.6(3)x
do barges	(1)8.6-9.1(4)x		x(1)7.80-7.85(1)	x2.54(1)	----
Baton Rouge	8.4(1)	8.4(1)		2.22(1)	8.9(1)
do barges	----	----		2.19(1)	----
Boston	(1)8.8-8.9(10)x	x8.7(1)		(2)2.85-3.00(1)	(1)9.2-9.7(3)x
Charleston	(2)8.9-9.4(2)x	----		x(1)2.62-2.98(1)	x9.9(2)
Houston	(2)8.75-9(1)	----	----	----	(2)8.8-9(1)
do barges	(1)7.75-9(1)	----	2.35(1)	----	----
Jacksonville	(3)9.5-10(1)x	----	----	----	(3)9.5-10(1)x
Miami	8.3(1)	----	----	----	8.3(2)
Mobile	8.4(2)	----	----	----	8.4(1)
New Haven	(2)8.9-9.3(6)x	----	2.94(1)	----	(2)9.2-9.7(3)x
New Orleans	8.7(4)	----	----	----	8.1(2)
do barges	8.7(1)	----	----	----	----
Norfolk	(2)8.7-9.2(3)x	x8.6(1)	x2.93(1)	x(1)2.87-2.64(1)	(1)9.1-9.6(3)x
Pensacola	8.4(1)	----	----	----	8.4(1)
Philadelphia	(2)8.7-9.2(8)x	x9.3(1)	(1)2.90-2.95(2)	x2.90(3)	(4)9.1-9.6(4)x
do barges	(2)8.6-9.1(7)x	----	----	----	----
Ft. Everglades	(1)9.4-10(1)x	----	----	----	(3)9.5-10(1)x
Portland	(1)8.9-9.4(8)x	x9.8(1)			(1)9.3-11.2(1)x
Providence	(1)8.9-9.2(6)x	x9.2(1)	2.84(1)	2.84(1)	(1)9.2-9.7(2)x
Savannah	(4)8.5-9(1)x	----	----	2.55(1)	(3)9.5-10(1)x
Tampa	(5)8.4-8.9(1)x	----	----	----	(5)9.4-9.9(1)x
Wilmington, N. C.	(4)8.9-9.4(2)x	x9.4(1)			x9.5(2)

	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 45 d.t.)
N. Y. Harbor	(1)2.15-2.30(1)	(1)2.15-2.30(3)	(3)2.15-2.30(3)	(2)3.44-3.57(1)x	(4)3.60-3.90(1)x
Albany	2.60(1)	----	----	----	----
Baltimore	(1)2.18-2.31(2)	(2)2.15-2.30(1)	2.15(4)	x3.57(1)	(4)3.60-3.90(1)x
Baton Rouge	1.85(1)	1.85(1)	1.85(2)	3.24(1)	3.69(1)
Boston	(6)2.20-2.35(10)	(4)2.20-2.35(1)	(4)2.20-2.35(4)	----	(2)3.73-3.94(1)x
Charleston	(1)2.13-2.24(1)	(2)2.10-2.21(1)	(2)2.10-2.21(1)	----	(1)3.60-3.90(1)x
Corpus Christi	1.85(1)	1.85(1)	(1)1.85-1.90(1)	3.15(1)	----
Houston	(1)1.85-1.90(1)	1.85(1)	(16)1.85-1.85(1)	(1)3.10-3.24(1)	(1)3.35-3.49(5)
Jacksonville	(3)2.12-2.22(1)	(3)2.00-2.10(1)	(3)2.00-2.10(1)	----	(1)3.90-4.20(1)x
Miami	2.00(2)	2.00(2)	(2)2.05-2.10(2)	----	(1)3.90-4.20(1)x
Mobile	1.90(1)	1.95(1)	1.95(1)	----	----
New Haven	2.15(3)	2.15(1)	2.15(2)	----	----
New Orleans	1.85(3)	1.85(3)	1.85(4)	3.24(2)	3.69(1)
Norfolk	(2)2.18-2.30(1)	(4)2.10-2.27(1)	(3)2.10-2.27(1)	----	(2)3.60-3.90(1)x
Pensacola	----	2.10(1)	2.10(1)	----	----
Philadelphia	(3)2.18-2.33(6)	(9)2.15-2.30(6)	(3)2.10-2.30(3)	(1)3.44-3.57(1)x	x(1)3.60-3.90(1)x
Ft. Everglades	2.30(2)	2.05(2)	2.30(3)	----	(2)3.90-4.20(2)x
Portland	2.25(2)	2.20(1)	2.20(1)	----	3.92(1)
Providence	(4)2.15-2.32(11)	(1)2.175-2.325(1)	(2)2.175-2.325(1)	----	(1)3.73-4.42(1)
Savannah	(5)2.14-2.24(1)	(3)2.10-2.21(1)	(4)2.10-2.21(1)	----	(1)3.90-4.20(1)x
Tampa	(1)2.02-2.12(1)	(1)1.90-2.00(1)	(1)1.90-2.00(1)	----	(1)3.94-4.158(1)
Wilmington, N. C.	----	----	----	----	(2)3.60-3.90(1)x

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor octane ratings, where used, are indicated by the letter "M".

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT OCT. 16

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(2)-16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)-15.25(1)
Grade 80 (AN-F-48)	14.25(1)
Motor Gasoline	
93 Oct. R (Premium)	12(2)-12.25(1)-13(1)
90 Oct. R (Premium)	11.5(1)-11.75(1)-12.75(1)
86 Oct. R (Regular)	11(2)-11.25(2)-12.25(1)
83 Oct. R (Regular)	10.75(1)-11(1)-12(1)
79 Oct. R	10.5(1)-11.75(1)
70-72 Oct. M Leaded	10(1)-10.25(1)-10.75(1)
Kerosine & Light Fuels	
41-43 Kerosine	8.5(3)-8.75(1)-9(2)
No. 2 Fuel	7.5(2)-7.75(1)-8(2)-8.125(1)-8.25(1)
Diesel & Gas Oils	
43-47 Diesel index	7.625(1)-7.75(1)-8.25(1)
48-52 Diesel index	7.75(1)-7.875(1)-8.375(1)
53-57 Diesel index	7.875(1)-8(1)-8.5(1)
Heavy Fuels	
No. 5 Fuel, 0-10 p.t.	$2.35(3)
Bunker C Fuel	$1.75(3)-1.85(2)-1.90(1)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets MIL-F-5616).

District	Aviation Gasoline Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JP-1)
New York, N. Y.	....	(1)17.6-18.6(1)	(1)16.1-17.2(1)	(1)15.6-16.2(1)	....
Boston, Mass.	....	18.2(1)	16.7(1)	15.95(1)	....
Portland, Me.	....	....	....	....	....
Phila., Pa.	....	....	....	....	....
Baltimore, Md.	....	17.95(1)	16.46(1)	15.85(1)	....
Norfolk, Va.	....	17.85(1)	16.35(1)	15.6(1)	....
Charleston, S. C.	....	18(1)	16.5(1)	15.75(1)	....
New Orleans, La. (Baton Rouge)	....	17(1)	15.5(1)	14.75(1)	....
Houston, Tex.	....	(1)16.5-17.25(1)	(1)15-15.75(1)	(1)14.5-15(1)	....

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Dietze Inc., New York, N. Y., oil & ship brokers. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5. Due to widespread trade interest in last rates established by USMC, rates paid are shown in relation percentagewise to USMC rates in effect on June 30, 1948.

			LAST PAID	OWNERS ASK	Scheduled Rates 6/30/48
Gulf	USNH	(Clean)	$ 4.20(+41½)	$ 4.20/4.50(+41½/60)	$ 2.85
		(Dirty)	4.13(+45)	4.13(+45)	2.85
NWI	U.K. Continent		10.15(+50)	9.50/9.85(+45/50)	6.50
Ras Tanura	U.K. Continent		16.35(+50)	16.35(+50)	10.90
Ras Tanura	USNH		15.85(+25)	18.42/19.00(+45/50)	12.70

UNITED STATES FLAG

	VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
	Dean G.	9,500	Lubeoil	USGulf/Holland	15.00(+100)	Nov.
	Seatholder	15,500	Dirty	Ras Tanura/Ft. Atlantic 2 Consecs.	16.35(+50)	Nov.
	Montebello Hills	15,500	Dirty	Ras Tanura/Ft. Atlantic 2 Consecs. 1st Voy.	16.35(+50)	Oct./Nov.
				2nd Voy.	16.62(+52½)	
	Fort Hoskins	15,500	Dirty	NWI/UKCont. Followed by Ras Tanura/UKCont.	9.85(+50) / 16.35(+50)	Nov./Dec.
10/8	Fort Charlotte	15,500	Clean	USGulf/Bremerhaven	11.40(+50)	End Oct.
10/9	Royal Oak	15,500	Clean	USGulf/USNH—2 Consecs.	4.20(+47½)	Early Nov.
10/9	Buena Vista	15,500	Dirty	USGulf/USNH	4.13(+45)	Mid Oct.
10/9	French Creek	15,500	Dirty	USGulf/USNH	4.13(+45)	Early Nov.
10/9	Fort Moultrie	15,500	Dirty	USGulf/USNH	4.13(+45)	End Oct.
10/10	Ponca City	15,500	Clean	USGulf/USNH	4.25(+50)	End Oct.
10/10	Harvey W. Wiley	9,500	Dirty	USGulf/USNH—2 Consecs.	4.13(+45)	End Oct.
10/10	Fullerton Hills	15,500	Dirty	USGulf/USNH	4.13(+45)	Mid Nov.
10/11	David Wilentz	9,500	Clean	USGulf/USNH—2 Consecs.	4.20(+47½)	Late Oct.

FOREIGN FLAG

	VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
	Seaford	13,500	Dirty	Ras Tanura/Ft. Atlantic 2 Consecs.	16.35(+50)	Nov.
	Calirose	12,000	Dirty	NWI/Las Palmas—4 Consecs.	52.94(*+110)	Nov.
	Norag	11,000	Dirty	Ras Tanura/Ft. Atlantic 2 Consecs.	16.62(+52½)	Dec.
	Amelia	11,000	Dirty	Abadan/UKCont.—2 Consecs.	129.94(*+110)	Dec.
	Rosario	11,000	Dirty	Abadan/UKCont.—2 Consecs.	126.94(*+120)	Nov.
	Harfry	11,000	Dirty	NWI/UKCont.—4 Consecs.	56.59(*+110)	Dec.
	Moira	10,000	Dirty	Abadan/UKCont.	123.94(*+110)	End Nov.
	Atlantic	10,000	Dirty	Abadan/UKCont.—2 Consecs.	129.94(*+110)	Dec.
	Bergwind	14,000	Dirty	Ras Tanura/Ft. Atlantic	17.17(+57½)	Dec.
	Knut Knutsen-Oss	16,000	Dirty	Abadan/UKCont.—3 Consecs.	126.94(*+120)	Early Nov.
	Stromdal	15,000	Dirty	Ras Tanura/Genoa—2 Consecs. 1st Voy.	12.81(+57½)	Jan.
				2nd Voy.	12.61(+56)	
	Lincoln Ellsworth	3,200	Alcohol	Ft. Atlantic/USNH	10.00	Oct.
	Lino	9,500	Dirty	Abadan/UKCont.—2 Consecs.	129.94(*+110)	Dec.
	Beachfighter	15,500	Dirty	Abadan/UKCont.—2 Consecs.	129.94(*+110)	Dec.
	Sneefjell	12,000	Clean	NWI/UKCont.—1 Yr. Consecs.	52.94(*+60)	Feb.
	Jotunfjell	12,000	Dirty	Abadan/UKCont.—Con. to 6/1951	117.19(*+100)	Jan.
	Nuriman Maria	9,500	Dirty	Abadan/UKCont.—3 Consecs.	126.94(*+120)	Early Nov.
10/6	El Rio Grande	9,500	Dirty	NWI/Buenos Aires	39.44(+45)	Nov.
10/11	Maaty	17,000	Dirty	USGulf/Buenos Aires	13.50(+40)	Oct.

(*) In this instance MOT Rate.

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland
90 Oct. R (Prem.)	16(3)	.....
86 Oct. R (Reg.)	14.5(3)	.....
Kerosine	(1)11-11.5(2)x	.....
Diesel Fuel	10.5(2)	.....
No. 1 Fuel	.....	.....
No. 2 Fuel	x10.5(2)	.....
No. 5 Fuel	.....	9.25(1)
No. 6 Fuel	x 8.2(2)	8.85(1)

	Detroit	Toledo
90 Oct. R (Prem.)	.....	.....
86 Oct. R (Reg.)	.....	.....
Kerosine	.....	10.75(1)
Diesel Fuel	10.15(2)	8.5(1)
No. 1 Fuel	10.9(2)	10.35(3)
No. 2 Fuel	(1)10.15-10.55(1)	9.35(2)
No. 5 Fuel	x8.35(3)	x8.25(3)
No. 6 Fuel	x8.1(3)	x8(3)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N. Y. Harbor	x7(1)	x7(1)	....	....
Philadelphia	....	....	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads, tank car, 1 to 1.5c less.)

Snow White	(1)6.625-7.625(1)
Lily White	(1)6.125-7.125(1)
Cream White	(2)5.75-6.875(1)
Light Amber	x(1)4.625-5.625(1)
Amber	x(1)4.375-5.375(1)
Red	(1)4.625-5.375(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(F.S. 200)	Bunker C Fuel (F.S. 400)
San Pedro, Calif.	$2.44(4)	(1)$1.50-1.60(1)
San Francisco	2.65(4)	(2)1.50-1.65(1)
Portland, Ore.	2.85(4)	(3)1.80-1.90(1)
Seattle, Wash.	2.86(4)	(3)1.80-1.90(1)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.50	$3.75
Veracruz	1.90	....
Minatitlan	1.90	3.75
Pacific Coast		
Guaymas	$2.50	$3.95
Manzanillo	2.50	3.66
Salina Cruz	2.50	3.50

HARTOL
PETROLEUM CORPORATION
INDEPENDENT MARKETERS
Maine to South Carolina
630 FIFTH AVENUE, NEW YORK 20, N. Y.

Tank Wagon Prices

Prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnotes. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Discounts, if any, are shown in footnotes. These prices in effect Oct. 16, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later corrections.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine x†T.W.
Philadelphia, Pa.	x13.7	6.5	13.4
Pittsburgh	15.6	6.5	14.55
Allentown	15.3	6.5	14.0
Erie	15.8	6.5	14.55
Scranton	15.6	6.5	14.3
Altoona	15.6	6.5	14.55
Emporium	15.6	6.5	....
Indiana	15.6	6.5	....
Uniontown	15.6	6.5	14.55
Harrisburg	15.3	6.5	14.0
Williamsport	15.6	6.5	14.3
Dover, Del.	14.7	6.5	13.4
Wilmington	14.7	6.5	13.4
Boston, Mass.	14.9	4.5	....
Springfield	15.6	4.5	....
Worcester	15.1	4.5	....
Fall River	14.9	4.5	....
Hartford, Conn.	15.1	5.5	....
New Haven	14.8	5.5	....
Providence, R. I.	14.9	5.5	....
Atlantic City, N. J.	14.6	4.5	13.2
Camden	14.6	4.5	13.2
Trenton	14.6	4.5	13.2
Baltimore, Md.	14.5	6.5	....
Hagerstown	15.3	6.5	....
Richmond, Va.	14.5	7.5	14.6
Wilmington, N. C.	14.8	8.5	....
Brunswick, Ga.	15.9	8.5	....
Jacksonville, Fla.	15.2	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	15.5	17.0
Pittsburgh, Pa.	18.5	19.5

Fuel Oils—T.W.

	1	2	5	6
Phila., Pa.	x†13.4	x†12.2	7.77	6.55
Pittsburgh		x†13.15		
Allentown	x†14.0	x†12.8		
Wilmington Del.	x†13.4	x†12.3		
Dover	x†13.4	x†12.3		
Springfield Mass.		x†13.3		
Worcester		x†12.8		
Hartford, Conn.		x†12.6		

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time. Atlantic City & Camden, N. J.—Add 1c for deliveries for 100-299 gallons; 2c for deliveries of less than 100 gallons.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

Effective dates: x Oct. 14; x† Oct. 10.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T.	CHEVRON Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.6
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	18.3	23.0	7.5	28.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

	Standard Diesel Furnace Oil T.T.	Standard Stove Oil T.T.
San Fran., Cal.	10.8	12.3
Los Angeles	10.0	11.5
Fresno	11.6	13.1
Phoenix, Ariz.	13.6	15.1
Reno, Nev.	13.6	15.1
Portland, Ore.	11.2	12.7
Seattle, Wash.	11.2	....
Spokane	14.6	16.1
Tacoma	11.2	12.7
Boise, Idaho	15.9	17.4
Salt Lake, U.	14.0	14.5
Honolulu, T. H.	11.0	....

Taxes:

Boise—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state.

Honolulu—7.5c gas tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial. Standard Diesel/furnace oil price is ex 1c territorial liquid fuels tax. All T.T. prices are ex Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (Regular), except Salt Lake City which is 1.5c higher than Chevron (Regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130, 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine T.T. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 1c; 200-399 gals., deduct 3c; 400 gals & over, deduct 4c; tank car-truck trailer, deduct 5.5c. Standard Diesel/Furnace Oil and Standard Stove Oil T.T. prices are for deliveries of 400 gals. or more, except at Salt Lake City. For other deliveries: 40-199 gals., add 1c; 200-399 gals., add 0.5c; less than 40 gals., add 5c. Salt Lake City T.T. prices apply for any quantity.

** Note—Above prices do not reflect changes made by S. O. Calif., effective Oct. 3.

CONT'L OIL

(N. B. Prices are Continental's tankwagon prices. Current selling prices may vary from those shown because of local conditions.)

	Conoco N-tane (regular) Tank	Demand (3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	15.6
Cheyenne	15.7	14.7	6.5	15.6
Billings, Mont.	17.0	....	7.5	16.5
Butte	18.0	....	7.5	18.2
Great Falls	17.0	....	7.5	18.2
Helena	17.5	....	7.5	18.2
Salt Lake, U.	16.4		5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N.M.	x16.0	x15.0	9.0	x14.0
Roswell	15.3	14.3	9.0	x14.2
Santa Fe	x16.5		9.5	x15.2
Muskogee, Okla.	13.7	12.7	8.0	12.4
Oklahoma City	13.5	12.5	8.0	12.6
Tulsa	13.0	12.0	8.0	x†11.8

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

Effective dates: x Oct. 2; x† Aug. 8.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	14.0	19.0	5.5
Ft. Worth	14.0	19.0	5.5
Houston	14.0	19.0	5.5
San Antonio	14.0	19.0	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.8	17.0
Ft. Worth	12.8	17.0
Houston	12.8	17.0
San Antonio	12.8	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	30.2	9.0	30.9
Winnipeg	28.2	9.0	28.9
Regina, Sask.	26.9	10.0	27.6
Saskatoon	27.6	10.0	28.3
Edmonton, Alta.	21.4	9.0	22.1
Calgary	22.0	9.0	22.7
Vancouver, B. C.	22.0	10.0	23.5
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	14.0	5.5	12.80
Fort Worth	14.0	5.5	12.80
Wichita Falls	14.0	5.5	12.80
Amarillo	14.0	5.5	12.80
Tyler	14.0	5.5	12.80
El Paso	15.5	5.5	13.85
San Angelo	14.0	5.5	12.80
Waco	14.0	5.5	12.80
Austin	14.0	5.5	12.80
Houston	14.0	5.5	12.80
San Antonio	14.0	5.5	12.80
Port Arthur	14.0	5.5	12.80

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	14.6	4.5	x13.2
Newark	14.6	4.5	x13.1
Baltimore, Md.	14.5	6.5	x13.1
Cumberland	15.7	6.5	x14.5
Washington, D. C.	14.0	5.5	x13.5
Danville, Va.	15.4	7.5	14.2
Petersburg	15.0	7.5	x14.3
Norfolk	14.1	7.5	x13.6
Richmond	14.5	7.5	x14.0
Roanoke	16.3	7.5	15.1
Charleston, W. Va.	16.1	6.5	15.2
Fairmont	16.1	6.5	15.5
Parkersburg	16.0	6.5	14.5
Wheeling	16.6	6.5	14.4
Charlotte, N. C.	15.6	8.5	13.9
Hickory	16.0	8.5	14.1
Mt. Airy	16.2	8.5	14.4
Raleigh	16.1	8.5	x14.6
Salisbury	15.3	8.5	13.7
Charleston, S. C.	14.6	8.5	....
Columbia	16.0	8.5	....
Spartanburg	15.1	8.5	....
New Orleans, La.	13.2	10.5	12.8
Baton Rouge	x13.7	10.5	12.5
Alexandria	x15.1	10.5	13.7
Lake Charles	x13.8	10.5	13.1
Shreveport	x15.1	10.5	13.5
New Iberia	x13.9	10.5	13.1
Knoxville, Tenn.	15.3	8.5	13.7
Memphis	15.0	8.5	13.5
Chattanooga	15.2	8.5	13.6
Nashville	15.3	8.5	14.0
Little Rock, Ark.	15.9	8.0	14.0

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	16.0	17.5
Baltimore, Md.	18.5	....
Washington, D. C.	18.5	....

FUEL OILS—T.W.

	No. 1	No. 2	No. 4	No. 6
Atlantic City, N. J.	x13.2	x12.2	....	....
Newark, N. J.	x13.1	x12.1	$3.354	$2.706
Baltimore, Md.	x13.1	x12.2	2.11	2.64
Washington, D. C.	x13.5	x12.6	3.27	2.59
Norfolk, Va.	x13.6	x12.2	....	....
Danville	....	12.8	....	....
Petersburg	x14.3	x12.9	....	....
Richmond	x14.0	x12.6	....	....
Roanoke	....	13.7	....	....
Charlotte, N. C.	13.9	12.6	....	....
Hickory	14.1	12.5	....	....
Raleigh	x14.6	x13.6	....	....
Charleston, S. C.	....	x12.4	....	....
Columbia	....	12.2	....	....
Spartanburg	....	12.4	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Notes:

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Kerosine & No. 1—Atlantic City prices are for deliveries of 300 gals. or more; for deliveries of 100-299 gals., add 1c to prices shown; for deliveries of less than 100 gals., add 2c to prices shown.

x Effective Oct. 14.

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine xT.C.	Mobil Kerosine xYard	Mobil Kerosine xT.W.	Mobilfuel Diesel xT.C.	Mobilfuel Diesel xT.W.	MOBILHEAT (No. 2 Fuel) xT.C.	MOBILHEAT (No. 2 Fuel) xYard	MOBILHEAT (No. 2 Fuel) xT.W.	N.Y. No. 4 Fuel xT.W.	N.Y. No. 6 Fuel T.W.
New York City:																
Mann	5.5	....	....	....	....	14.7			13.0		12.8			12.4	9.98	9.86
Bronx	5.5	....	....	....	....	14.7		10.5	13.6		12.8		9.6	12.5	9.98	9.86
Kings	5.5	....	....	....	....	14.7	10.2	10.0	13.6	9.6	12.8	9.2	9.2	12.4	9.98	9.86
Queens	5.5	....	....	....	....	14.7			13.6		12.8			12.4	9.98	9.86
Richmond	5.5	....	....	....	....	14.7	10.1	10.4	13.1		12.5	9.1	9.4	12.1	9.98	9.86
Albany, N. Y.	5.5	21.5	22.5	25.0	13.7	14.7	10.4	10.6		9.8	13.6	9.4	9.6	12.2	x.71	x0.71
Binghamton	5.5	....	....	....	14.7	15.8	11.6	11.8	14.7	11.0	13.8	10.5	10.7	13.2		
Buffalo	5.5	21.0	22.0	24.2	14.5	15.5	11.6	11.7	14.6	11.0	14.3	10.5	10.7	13.6		x16.62
Jamestown	5.5	....	....	....	14.7	15.8	11.5	11.7	15.0		14.0	10.9	11.1	13.0		
Mt. Vernon	5.5	....	....	....	....	15.0		10.9	13.9		13.1		9.7	12.7	10.14	
Plattsburg	5.5	....	....	....	....	16.1	11.5	11.7				10.0	10.8	13.4		
Rochester	5.5	20.9	21.9	25.9	14.4	15.5	11.5	11.7	14.8		14.0	10.5	10.7	13.4		
Syracuse	5.5	....	....	....	14.4	15.4	11.3	11.5	14.6	10.8	13.7	10.3	10.5	13.2		
Bridgeport, Conn.	5.5	....	....	....	....	14.8	10.3	10.3				9.3	9.3	12.3		
Danbury	5.5	....	....	....	....	15.3	....	11.4					10.4	12.9		
Hartford	5.5	....	....	....	13.8	15.1	10.7	10.7		10.1	13.0	9.7	9.7	12.8		
New Haven	5.5	20.5	....	....	13.5	14.8	10.3	10.3		9.7	12.7	9.3	9.3	12.3		
Bangor, Me.	7.5	....	....	....	14.5	16.2	11.1		15.1	10.5	15.6	10.1		13.2		
Portland	7.5	22.4	23.4	....	13.8	15.0	10.4		14.4	9.8	12.9	9.4		12.5		
Boston, Mass.	4.5	19.0	20.0	22.0	13.7	14.9	10.2		14.4	9.7	12.9	9.3		12.5		
Concord, N. H.	5.5	....	....	....	....	16.0					13.5			14.4		
Lancaster	5.5	....	....	....	....	17.4			16.7		14.8			14.4		
Manchester	5.5	....	....	....	....	15.7			13.2		13.6			13.2		
Portsmouth	5.5	21.2	22.2	....	14.4	15.3	10.8			10.2	13.0	9.8		12.8		
Providence, R. I.	5.5	19.8	20.8	22.8	13.7	14.9	10.5	10.9	14.1	9.7	12.9	9.3	9.7	12.5		
Burlington, Vt.	6.5	....	....	....	14.6	15.6	11.4	11.6		10.6	13.9	10.5	10.5	13.1		
Rutland	6.5	....	....	....	....	16.2		12.0			14.1		11.0	13.7		

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	17.5	16.0	19.0	20.0	17.0	18.0	17.5
V.M.&P. Naphtha	19.5	17.5	20.5	26.5	18.5	19.5	19.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:
Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 200 gals. or more.
Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 800 gals. or more.
Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more.

Notes:
Gasoline t.w. prices are to Consumers and Dealers.
Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.
Effective dates: x Oct. 12; xx Oct. 9.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 62 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-Tane Gasoline (Regular-Grade) Consumer T.W.	Resellers	S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	D.C. Naphtha	V.M.&P. Naphtha	Varnolene	Sohio Solvent	Kerosine T.W.	No. 1 Sohio Heat	No. 2 Sohio Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.2	14.7	18.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Canton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Cincinnati	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Cleveland	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Columbus	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Dayton	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Lima	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Mansfield	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Marion	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Portsmouth	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Toledo	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Youngstown	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7
Zanesville	5.5	20.0	22.0	23.0	26.0	19.0	15.5	19.5	20.0	21.5	21.5	20.5	20.5	13.5	13.5	12.7

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-20 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2% off consumer t.w.
Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.
Naphthas—To contract consumers off t.w. prices (except Lucas County): 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price; 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-Tane unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Cr'n. Dlr. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	100 gals. & over	100-174 gals.	175-399 gals.	400 gals. & over
Chicago, Ill.	17.5	15.5	4.5	15.3	....	....	....	....	....
South Bend, Ind.	18.0	16.5	5.5	15.8	14.3	13.3	....	....	....
Detroit, Mich.	17.4	15.9	4.5	14.7	13.8	12.8	....	....	....
St. Paul, Minn.	17.5	16.0	6.5	15.6	15.0		14.1	13.5	13.5
Des Moines, Ia.	16.9	15.4	5.5	14.8	12.7	12.7	....	....	....
St. Louis, Mo.	16.7	15.2	4.5	14.6	12.8	11.8	....	....	....
Wichita, Kans.	14.4	14.0	6.5	13.0	11.2	10.2	....	....	....
Omaha, Nebr.	17.0	15.5	7.5	14.7	13.6	12.6	....	....	....
Fargo, N. D.	18.3	16.8	5.5	16.3	14.8	13.8	....	....	....
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5	....	....	....
Milwaukee, Wis.	17.6	16.1	5.5	15.5	14.5	13.5	....	....	....

Fuel Oils—T.W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	15.5	14.3	1-749 gals.	10.25	9.1
100-149 gals.	14.3	....	750 gals. & over	9.5	8.35
150 gals. & over	13.8	....			
150-399 gals.	....	13.3			
400 gals. & over	....	12.8			

Taxes:
St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

Kentucky Standard

	Crown Net Dealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	14.5	8.5	15.3
Lexington	15.5	8.5	15.0
Louisville	15.2	8.5	14.3
Paducah	15.2	8.5	14.0
Jackson, Miss.	15.7	8.5	14.2
Vicksburg	15.2	8.5	13.7
Birmingham, Ala.	15.7	8.5	14.5
Mobile	15.0	9.5	14.2
Montgomery	15.4	9.5	14.6
Atlanta, Ga.	15.9	8.5	14.2
Augusta	15.1	8.5	x15.4
Macon	15.9	8.5	14.5
Savannah	15.2	8.5	x14.5
Jacksonville, Fla.	15.2	8.5	x14.5
Miami	15.2	8.5	x14.5
Pensacola	15.0	9.5	13.9
Tampa	15.0	8.5	14.0

Taxes:
Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:
Consumer t.w. prices are same as net dealer prices.
x Effective Oct. 16.

CLASSIFIED

DISPLAYED: Advertisements set in special type or with border—$10.00 per column inch.
UNDISPLAYED: "For Sale", "Wanted to Buy", "Help Wanted", "Business Opportunities", Miscellaneous classifications set in type this size without border—25 cents a word. Minimum charge, $6.25 per insertion.

"Position Wanted"—10 cents a word. Minimum charge $2 per insertion.
Box number counts 2 words. Copy must reach us by Wednesday preceding date of issue.
All classified advertisements are payable in advance.
No agency commission or cash discounts on classified advertisements.

Wanted to Buy

WANTED TO BUY: 1200 to 1800 gallon tank with or without truck. Advise fully as to style, extra equipment and condition of truck. **BOX 430.**

WANTED

Two to four tanks cars per month available slack wax for conversion to crude and semi-refined paraffine wax. Low end point requirement excluding pet stock.

BOX 426

Position Open

WANTED: Chemical or production man experienced in the sulphonation of oils, manufacturing and testing. Familiar with various types of equipment. Full time, part time or consulting. Detroit, Michigan firm. **BOX 431.**

LABORATORY ASSISTANT

For AAAA-1 midwest petroleum corporation. Research and development or control position open. Opportunity for advancement to college graduate with chemistry or chemical engineering major. Ability considered above experience. Give complete details including military status and salary requirements.

BOX 429

WANTED

Advertising
Sales Promotion Manager
With Petroleum Experience

There is a position open on the advertising staff of a well-known Eastern manufacturer of products for the petroleum industry.

The person required must be a competent, experienced advertising man of good reputation who thoroughly understands the technical, marketing and advertising aspects of the oil industry.

He should have graduated in petroleum or chemical engineering or received technical training on the job. Refining, sales and advertising experience in the petroleum field are also essential.

You may write to us in strictest confidence if you are between thirty and thirty-eight and are interested in applying your advertising ability and knowledge of the petroleum industry to profitable advantage.

Include a complete resume of your education, experience, salary requirements and other personal data.

BOX 428

For Sale

1948 STUDEBAKER TRACTOR, 21,000 miles. 2000 gallon trailer, printing meter. 150 ft. hose. Guaranteed perfect condition. Make offer. **BOX 424**

FOR SALE

One new No. 37 Goslin-Birmingham Valley rotating leaf pressure filter. Used ten days only. In perfect condition as new. Immediately available.

One new 4" Fairbanks-Morse single stage centrifugal pump complete with base, couplings less motor. Never used. Immediately available.

BOX 425

STEEL STORAGE TANKS

Railroad Tank Car Tanks
6,500 to 12,000-Gal. Cap.
Coiled and Non-Coiled
Cleaned—Painted—Tested
Heavier—Safer—Cheaper
Other Tanks Too
Also—Complete Tank Cars
8,000 and 10,000-Gal. Cap.
Your Inquiries Solicited
NEWHALL-MARSHALL-WOOD, INC.
30 Church Street
New York 7, N. Y.
Phone: COrtland 7-8090

FOR SALE

One

10,000 Barrel

Bolted Tank

Used One Season

STAR SERVICE & PETROLEUM CO.
Centralia, Ill.

For Sale

1947 REO TANK TRUCK. 5 compartments, 800 gallon capacity. Power take-off operated pump. 100 feet 1½" hose and reel. **LANCASTER COUNTY FARM BUREAU, P.O. Box 1197, Lancaster, Pa.**

1945 FEDERAL, 1250 gallon capacity, 5 compartments of 250 gallons each. New printing meter (Neptune), hose reel and 150 ft. 1¼" hose. In use at present. Being replaced with larger truck. $1250.00. **BOX 420.**

FOR SALE: 1939 Progress trailer, 3650 gallons, 3 compartment. Vacuum brakes, 10.00 x 20 tires, side cabinet, meter. Unit in very good condition. Priced to sell at $1000.00. **CAMPBELL OIL CO., 270 Lincoln Way W., Massillon, Ohio.**

NEW 1950 2 TON CHEVROLET with two speed axle, power brakes, 1500 gallon three compartment tank. This unit completely equipped for fuel oil delivery. 1½" printer meter, power reel, 125' hose, 2" pump. **GUARDIAN FUEL OIL CO., 520 E. Harrison Ave., Royal Oak, Michigan.**

FOR SALE

Oil equipment sales and rebuilding headquarters in New York area. Good stock of standard equipment. Well-equipped modern shop rebuilds pumps, compressors, registers, meters, for wide field. Profitable venture for service station equipment manufacturer and distributor. $75,000.00 for inventory, tools, etc.

BOX 422

FOR SALE

TANK CAR TANKS
FOR STORAGE

50—6,500-Gallon* Non-Coiled
Extra Heavy Plate
Above Tanks Suitable for Acid Storage

Coiled and Non-Coiled
Cleaned—Painted—Tested

7—8,000-Gallon* 28—10,000-Gallon*
1—4,500-Gallon*** 1 — 5,000-Gallon***
4—6,000-Gallon** 1 — 6,500-Gallon***

*—1 **—2 ***—3 Compartment Tanks

Some of the above tanks are located in Kansas and Texas

IRON & STEEL PRODUCTS, INC.
13456-A S. Brainard Avenue
Chicago 33, Illinois

"ANYTHING containing IRON or STEEL"

WE'LL CONNECT YOU WITH THE RIGHT PARTY

Here's your chance to sell that "extra" tank truck or to pick up those storage tanks you've been needing so badly. Here, too, is an opportunity to find that additional salesman or to make some new business contacts.

In any of the above instances, a classified advertisement in *National Petroleum News* will bring you quick, effective results at low cost.

Let N.P.N. connect you with the right party. See rates and specifications under "classified" above, then place your classified advertisement today.

National Petroleum News
1213 West Third Street Cleveland 13, Ohio

Equipment News Section

EASY TO USE . . .
CONVENIENT, TOO!

For more information on any equipment news item, use this card today.

EASY TO USE . . .
CONVENIENT, TOO!

For more information on any equipment news item, use this card today.

Circle the numbers below which correspond to the numbers of the equipment items about which you want more information.

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

Name _____ Title _____

Company _____

Street Address _____

City _____ Zone _____ State _____

Mail This Card Today—No Postage Required

Postage Will Be Paid by Addressee

No Postage Stamp Necessary If Mailed in the United States

BUSINESS REPLY CARD

First Class Permit No. 20 (Sec. 249 P.L.&R.) Cleveland, O.

EQUIPMENT NEWS EDITOR
NATIONAL PETROLEUM NEWS
1213 West 3rd Street
Cleveland 13, Ohio

Equipment News Section

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BUSINESS REPLY CARD

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EQUIPMENT NEWS EDITOR
NATIONAL PETROLEUM NEWS
1213 West 3rd Street
Cleveland 13, Ohio

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21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

Name _____ Title _____

Company _____

Street Address _____

City _____ Zone _____ State _____

Mail This Card Today—No Postage Required

EASY TO USE . . . CONVENIENT, TOO!

For more information on any equipment news item, use this card today.

EQUIPMENT SECTION

Tear out the reply card on the opposite page, circle the number corresponding to that of the particular items on which more information is desired, and mail. There is no charge for this service—not even postage. The numbers are placed at the end of each article.

Snow Removal Machine

(Service Stations, General)

A new self-propelled snow removal machine scoops a 16-in. path through snow up to 12 in. deep, manufacturer says. It is powered with a $2\frac{1}{2}$ h.p. gasoline engine. The snow is scooped up, pulverized by an impeller blade, and thrown up to 20 to 40 ft. away from the cleared path. A gear drive transmits power to the wheels. The machine has a snow discharge spout designed so it can be tipped to throw snow either to the right or to the left of the operator. Sensation Mower, Inc.

Circle No. 1 on Reply Card

Non-Lubricated Plug Valve

(Bulk Plants)

A new non-lubricated plug valve has been designed for operation in normal to sub-zero temperatures on all types of gaseous and volatile liquid service. No lubrication is required, company says, which eliminates daily maintenance. One and a quarter turns operate from full open to full closed, and valve seats retract before rotation of plug, thus assuring free rotation and elimination of wear, scoring, galling or sticking, company states. Individual seats expand against body ports in closed position which is said to give positive, vapor-tight shutoff. Seat inserts are replaceable through bottom plate of valve without disassembly. Valves are supplied in flanged or screwed end in sizes from 2" to 8" for cold working pressures from 230 to 2,000 lbs. per sq. in. Sizes from 2" to 4" are available for cold working pressures of 3,000 to 5,000 p.s.i. Dimensions conform to API and ASA standards. Valve bodies and covers are cast steel conforming to API standards. Seats may be of stainless steel, monel, bronze, or hycar bonded stainless or any combination of these. Kerotest Manufacturing Co.

Circle No. 2 on Reply Card

Braided Packing

(General Maintenance)

A new packing in braided form is said to meet all size packing requirements because it may be easily cut or formed to any required size. Made of chemically pure blue asbestos yarn, each of the strands is impregnated with Teflon. The yarn is then braided, braid over braid—tightly to avoid leakage through the cross section, company says. Greene, Tweed & Co.

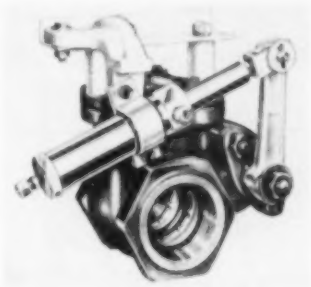
Circle No. 3 on Reply Card

Steam Jacketed Pump

(Bulk Plants)

A new steam jacketed gear pump has been designed for handling viscous liquids such as hot road oils at high temperatures. To insure even thermal distribution, the steam jacket on these pumps completely covers the internal parts. The inlet, outlet and cover flanges are cast integral with the pump base, and rigid housing construction is said to eliminate any possibility of distortion due to pipe line strain or misalignment. Straight bore housing also prevents shaft deflection and bearing overhang, manufacturer says. Pressure on the stuffing box is dissipated through a channel in the cover plates. Steam connections on the pump jackets are readily accessible and are designed to permit a variety of piping arrangements. The complete rotor and bearing assembly can be removed as a unit by releasing the coupling and removing the rear cover. Schutte and Koerting Co.

Circle No. 4 on Reply Card



Hydraulic Control Valve

(Bulk Plants, Terminals)

A new hydraulic control valve has been designed to provide remote control of the flow of oil products at bulk plant loading racks. It is usually installed directly under the loading rack and is controlled by the dispatcher in the office or warehouse. When a truck transport drives up to the loading rack the dispatcher places a delivery ticket in the printing meter and opens a three-way valve in the hydraulic line. This opens the control valve at the loading rack and permits the flow of product through the loading arm. Drivers cannot load trucks until the dispatcher in the office has set the meter and opened the valve. The valve is available in three and four-inch pipe sizes. It is a swing gate type for operation up to 50 lbs. working pressure, with a double-acting hydraulic cylinder designed for operation at 200 lbs. per sq. in. Two lines of copper tubing are required from the hydraulic power source to the hydraulic valve. The hydraulic power usually selected is a small rotary pump with a 15 or 20 gal. tank reservoir, company says. Gilbert & Barker Mfg. Co.

Circle No. 5 on Reply Card

Toilet Tissue Holder

(Service Stations)

A toilet tissue holder is said to dispense only two sheets at a time, roll cannot be removed until empty, and stationary principle prevents tissue from touching floor. The holder is made in one piece with no springs or other parts. A snap and it is locked, company says. The unit is made either of aluminum or steel. National School Supply Co., Inc.

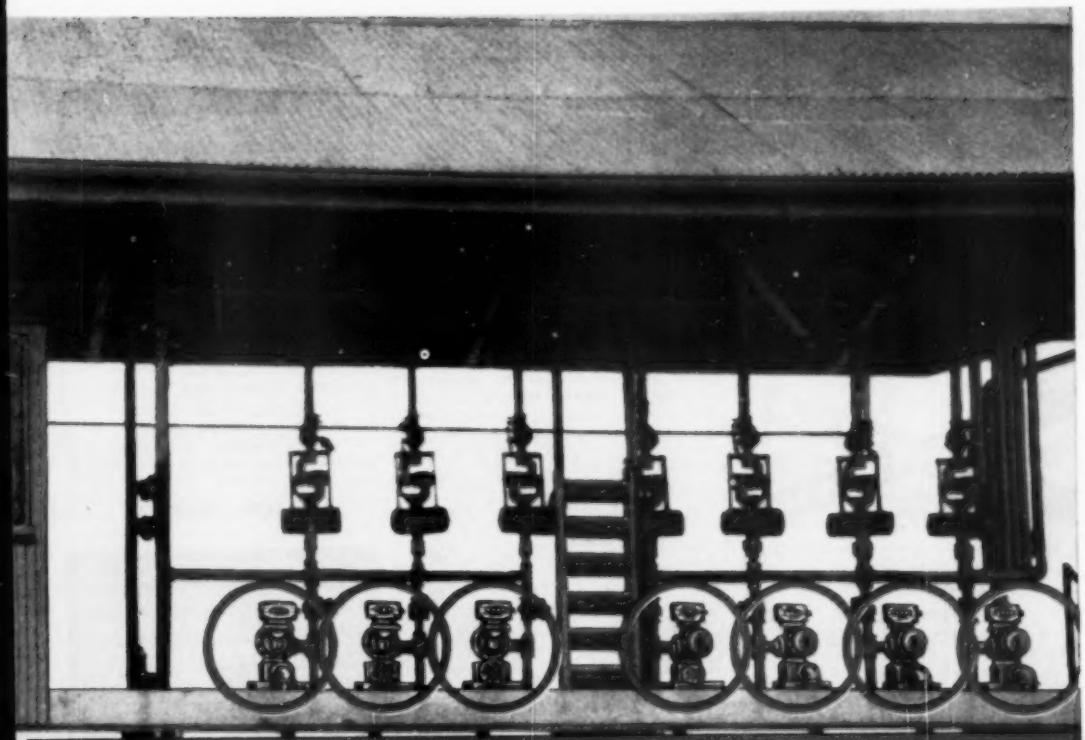
Circle No. 6 on Reply Card

Illustrating how front cover plate and register remove as a unit from Rotocycle body to provide easy access to measuring chamber.

SO SIMPLE . . .
SO SERVICEABLE . . .

The Rotocycle design has been frequently imitated but never equalled. The measuring chamber consists of all-revolving parts mounted on ball bearings. Four rotating vanes segment the chamber into exact compartments of measured volume. All working parts may be pulled intact from the meter body for economical maintenance or unit replacement.

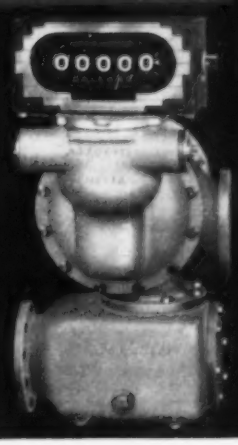
ROCKWELL MANUFACTURING COMPANY



ROCKWELL *METERED.. OF COURSE*

Are you handling several types of petroleum products and loading them to compartmented trucks? Then you will appreciate both the scope and the efficient arrangement of the loading rack pictured above. A total of 12 Model B-3 Rotocycle meters are installed; each mounted on a strainer base. This size meter has a capacity of 200 gpm. Model B-3 Rotocycles are economical from the standpoint of initial investment. Their intermediate capacity rating is ideal for loading the smaller compartment trucks.

No matter what your metering requirements—loading rack, tank truck or pipeline—there's a size and type Rotocycle to handle the job. Write for catalog.



Model B-3 Rotocycle meter mounted on strainer base with large numeral, set-back type register. Printing registers also available.

PITTSBURGH 8, PENNSYLVANIA

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In MAINE it's
gould equipment co.
Box 1611—Portland, Maine
20 years of equipment service to the oil man — bulk plant — service station — truck tank
ralph gould
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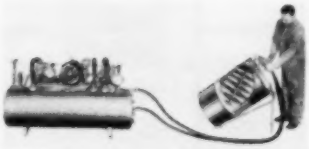
Wall Cleaner
(Service Stations, Other Buildings)

A mechanical wall washing process which is said to clean any washable surface, including painted rough brick, moulding, paneling, stipled walls and others. The machine is said to save labor and to eliminate the mess of bucket, sponge and drop cloth. The special detergent used increases paint life, company says. Other advantages listed by the manufacturer are: no streaks or splotches; noiseless and does not interrupt routine in busy places; fast and requires only one man to operate; costs 35c a day to operate and no electricity is required. Company offers training in machine's use on the buyer's premises. Central States Distributors, Inc.

Circle No. 7 on Reply Card



Internal Drum Rinser
(Bulk Plants, Terminals)

A new internal drum rinser for bulk plants and terminals requires no piping or air lines. It operates on electricity and is said to cut drum cleaning time to about two and a half minutes per drum, including handling time. When six drums are placed on the hinged section of a conveyor, the operator can go from one to the next and complete the cleaning operation in even less time per drum, company says. Solvent is forced into

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RECTORSEAL #2

Because . . . it retains its sealing qualities for the life of the connection. It's unaffected by petroleum and all its fractions. It is easy to apply, economical to use. It never dries out or hardens—never freezes connections. Available in brush top cans: pints, ½ pints, ¼ pints. Ask your jobber or write—

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the drum and removed simultaneously. In operation empty drums are placed at an angle of about 45° with the large bung upward. After starting the motor a special lightweight nozzle, which is a nozzle within a nozzle, is placed in the bung. Then two control valves on the nozzle are opened and solvent is forced into the drum through a series of small holes in the outer nozzle tube; at the same time the contaminated solvent is being evacuated from the drum through the inner nozzle tube. The solvent returns to the vacuum chamber within the tank where it is filtered and then delivered to the main supply compartment of the tank. Both pressure and vacuum pumps are belt driven by a single explosion-proof motor and run continuously while the drum cleaner is in operation. Vacuum and pressure gauges make it possible for the operator to be sure that a pump pressure of 35 lbs. and a wet vacuum of 15 ins. is maintained during the cleaning operation. A liquid level gauge together with a vent are fitted on the supply chamber end of the tank. The nozzle is designed for rinsing 55-gal. light iron drums but an adjustable collar makes it adaptable to any other type of 55-gal. drum. Gilbert & Barker Mfg. Co.

Circle No. 8 on Reply Card

Threaded Plastic Pipe

(Bulk Plants)

A new plastic pipe is furnished in threaded sections, 20 ft. long. Molded plastic fittings also are available. Ranging in sizes from ¼ in. to 2 in., the pipe is recommended for handling fluids and gasses of all types. Manufacturer says plastic pipe provides leak-proof joints and complete immunity to rot, rust and electrolytic corrosion, but it is recommended for working temperatures up to 140° F. only. The pipe can be threaded and cut in the conventional manner with standard pipe-fitting tools, company says. Carlon Products Corp.

Circle No. 9 on Reply Card

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THERE'S A DISTRIBUTOR OF ROCKWELL ROTOCYCLE METERS NEAR YOU

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BEN F. OFFUTT & COMPANY
517 So. Preston St., Louisville, Ky.

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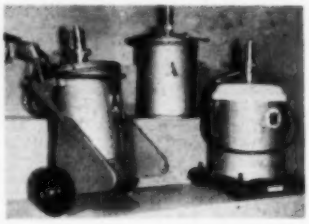
P.O. Box 6070, Montreal, Que.

Air-Operated Lube Pump

(Service Stations)

A new air-operated high pressure lubricant pump, available in three models, will deliver lubricant from 25, 35 or 50 lb. orginal containers. Company says the units have a new sealed-in air motor which is unconditionally guaranteed for 27 months. This motor requires no oiling and has an exclusive centered-valve design, with the air valve and related parts located between the air cylinder and pump tube. The pump has a minimum of moving parts, and is light and compact, weighing only 9 lbs. There is no trip rod or cam, and company says it is impossible to stall the motor. The pump tube is equipped with a dynamic primer. It does not require bleeding to eliminate air pockets. One model is mounted on a black enamel base with 3" casters and a pull handle. It is 31¾" high, the shield is 17½" in diameter and the base is 20½" square. Changing of lubricant pails is accomplished by



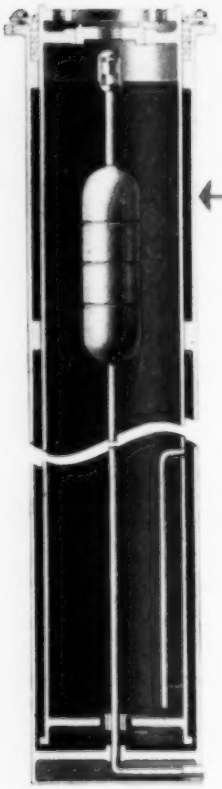
loosening two set-screws at the base of the shield and lifting the shield, pump and hose assembly as a unit. The lubricant container is then set into a recess in the base, in which it is automatically centered, and the shield and pump and hose are set into place. A second model is mounted in a pivot-swing dolly. It has 8" ball-bearing wheels with semi-pneumatic tires and a bicycle-grip pulling handle. Instead of a shield, it has a lubricant container into which 25, 35 or 50 lb. original pails can be placed, or which, if used as the lubricant reservoir, can hold 70 lbs. of lubricant transferred from a larger original container. The cover, which supports the pump, has three clamps and a sealing ring and gives full-open head for filling or for changing of pails. It has a dirt-tight seal when closed. The third model is a stationary unit without base or dolly. It has the same 70-lb. capacity lubricant reservoir used on the model just described above. It is 25½" high. All three models are finished in oven-baked enamel and simulated hammered aluminum. Each has a hose assembly consisting of a Z-type swivel, 6' of high pressure hose with 20,000 lb. pressure test and a control valve with adjustable single shot or continuous flow. The pump has positive 40 to one ratio and delivers 14½ oz. of chassis lubricant per minute at 70° F. with 150 lbs. of air pressure. Alemite Division of Stewart-Warner Corp.

Circle No. **10** *on Reply Card*

SAFE! SAFER! SAFEST!

ROTARY'S NEW

Airdraulic Low-Oil Control



Automatically prevents operation of lift when oil is lower than recommended

Here's how it works

It's simple and foolproof! When oil supply falls below recommended level, the float drops and sleeve valve shuts off flow of air into plunger, stopping rise of the lift.

It's positive because

1. It shuts off the source of power (compressed air) when oil level is lower than recommended.
2. Lift becomes inoperative *long before* oil supply is exhausted.
3. This new Low-Oil Control is made absolutely effective by another Rotary feature . . . the Automatic Air Bleeder which eliminates air pockets and maintains an accurate constant oil level in the reservoir.

Rotary's Low-Oil Control furnished only with the famous Rotary Airdraulic Jack

For prices and data sheet, see your Rotary Distributor or write Rotary Lift Co., 1152 Kansas, Memphis 2, Tenn.

Rotary LIFTS

ROTARY — THE ORIGINAL HYDRAULIC AUTO LIFT . . . AND STILL THE LEADER

Sticker Easy to Remove

(Service Stations)

A new display sticker that adheres to glass, and enameled, glossy, painted, or metal surfaces, can be removed easily leaving no mark or stain, and after removal can be used again, company says. No adhesive is required to make it cling to surfaces. The new type stickers are made of vinyl film cast from Geon paste resin, a product of B. F. Goodrich Chemical Co., on which an advertiser's name, slogan, or trade mark is printed by the silk screen process. The material can be cast in thicknesses ranging from 3 to 10 mils, or heavier, and cut in a variety of shapes. The Decal Plas-Stik Co.

Circle No. **11** *on Reply Card*

White Sidewall Tire Cleaner

(Service Stations)

White sidewall tire cleaner distribution has been extended to nationwide scale, manufacturer says. The product is a gelatinous solution used with a wire brush and is said to clean stained and scuffed white tires easily. It is available in gallon cans for stations—said to clean 300 tires at less than 1c each—and in pint and quart jars for resale customers who want to clean tires between wash jobs. The cleaner is said to restore whiteness as quickly as it is brushed on, and it is covered by product liability insurance, manufacturer says. Cecil H. Jarrett Co.

Circle No. **12** *on Reply Card*

LITERATURE

Lift Trucks

(Warehouses)

A six-page bulletin illustrates manufacturer's two new 2,000-lb. capacity fork lift trucks. Specifications and features of both models are given, together with sectional photographs and drawings, to show construction details. The lifts have a multiple-disc clutch and no shifting of gears is necessary, company says. Mobilift Corp.

Circle No. **13** *on Reply Card*

Pump Sequence Controller

(Bulk Plants)

Bulletin describes a pump sequence controller which starts and stops pumps automatically as the flow demand changes. It is recommended for use in loading rack operation at bulk plants. The control is actuated by an explosion-proof electronic circuit which senses the flow demands by means of a flowmeter located directly in the main pump header. Any number of pumps may be tied into the circuit. Flows of from ½ to 6,000 gals. per minute may be handled, company says. The controller also is available with a remote recording instrument which provides records of pump operation. The bulletin shows how the system is applied by means of drawings and photographs. Fischer & Porter Co.

Circle No. **14** *on Reply Card*

Prefabricated Displays

(Service Stations General)

A line of prefabricated displays which can be used at service stations, conventions, county fairs and trade shows has been introduced. Made of double-faced corrugated board developed for the purpose, the white sulphite surface is said to look exactly like wood or wall board when spray or brush painted. The dimension of wood frame displays is obtained by a box-like construction with

AT LAST!

More Oil & Gas Sales
Bigger Profits
Better Service
Increased Traffic

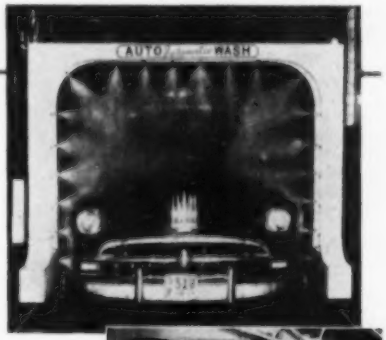
with

The **FIRST** *Automatic*
CAR WASHER

that streamlines car washing into a profitable business for service stations, car dealers and fleet operators.

LOW-PRICED • SIMPLE COMPACT

JETOMATIC



MORE DOLLARS — What! $100-plus per day on car washes? Yes, users state Jetomatic washes a car, cab or panel truck . . . automatically . . . in only five minutes. No 8- or 9-man operation . . . one man can handle it.

MORE TRAFFIC — Jetomatic brings more gas sales, more oil sales, more equipment sales, more lube jobs, and more repair work. Its spectacular performance attracts new customers just to watch it!

LESS MAN-HOURS — No wasted time . . . Jetomatic washes automatically while you pump gas, change oil or attend other customers' needs. Pays for itself in man-hour savings!

LESS SPACE — Only 8½ ft. wide by 7 ft. high, it rolls on two 22-ft. tracks . . . no attendant has to push it. No space-gobbling special bay, chain rack or tent to erect!

STREAMLINES WASHING — Jetomatic's shampoo-action, 125-lb. pressure, swirling spray . . . wets down, soaps, then rinses . . . without brushes. Mitting is localized to grimiest parts only.

SAVES AND SAVES — Needs no air compressor, leaves yours free to operate lifts, pumps, guns, etc. Saves time, effort, water, soap, and electricity.

"Clean up" with Jetomatic! Get the jump on competition. Install Jetomatic now. Fits easily into your wash bay. Just plug in and connect water lines! Guaranteed. Write to-day for detailed profit story.

DISTRIBUTOR TERRITORIES OPEN

JETOMATIC INC.

ANSONIA, CONN.

forms attached to the back of panels, columns and display stands. These elements, with a depth that makes the display self-supporting, are interlocked with fibre clips to form one complete background display. Cost of creative art work is eliminated, company says, by selecting a basic display from over 25 modern designs. All displays are 7½ to 8 ft. high and 10, 15 or 20 ft. wide, although the displays can be adjusted to fit any width space. A portfolio of sketches is available. Capex Co.

Circle No. **15** *on Reply Card*

Diaphragm Control Valves

(Bulk Plants, Terminals)

A new bulletin describes company's series 1200 and 1400 diaphragm control valves. The valve is said to feature accessibility and other desirable features of the "open yoke", formerly available only in cast iron construction, together with the strength and resistance to shock found only in steel. The bolt casing assembly is constructed with an exclusive clamping ring which permits ready inspection and reassembly. Valve bodies are made with flow passages having a minimum average area of 140% of comparable size pipe area, and inner valve open free areas average 80% of pipe area. Kieley & Mueller, Inc.

Circle No. **16** *on Reply Card*

Handling Oil Products

(General)

A 20-page booklet entitled, "Efficient Handling of Petroleum Products," describes 10 services regularly provided by an oil inspecting company to the industry. It also tells how the company aids in the solution of out-of-the-ordinary problems which may arise. Some of the services described include: safeguarding standards, quality and quantity inspection, tank calibration, barge and ship calibration, truck calibration, meter calibration, facility and method surveys, inventory control, analysis of crude, special services, inspection of other oils and products and training personnel. E. W. Saybolt & Co.

Circle No. **17** *on Reply Card*

Preserve Your Health

(General)

A 32-page booklet on ways to preserve health has been prepared by the medical department of Socony-Vacuum Oil Co. Written by the company's medical director, and his staff, the booklet covers many common diseases of an occupational and non-occupational nature. Most of the material is prepared with the idea of helping employes keep themselves and their families in good health and on the job most of the time. Copies of the booklet are available by writing to Socony-Vacuum Oil Co., Inc., 26 Broadway, New York 4, N. Y.

Circle No. **18** *on Reply Card*

Service Station Supply Opens Large Warehouse at Berkeley, California

NEW WAREHOUSE of Service Station Supply is located in Berkeley, Calif.

Service Station Supply, a division of the Wilco Co., has opened a new warehouse at Berkeley, Calif. The new plant is the fifth in the chain of such supply centers set up by the company. The warehouse is designed for the specific purpose of fast distribution of hundreds of nationally advertised automotive replacement accessories to service stations.

The grand opening was attended by 500 persons, with the following hosts for the occasion: J. A. McNeill, president of Wilco; W. J. Whitfield, manager of Service Station Supply; V. E. Gillespie, district manager of Service Station Supply; and other executives of the company.

The new warehouse has a railroad spur track to the door, and a receiving dock for trucks. A double truck bay with floor level loading has been provided for shipments moving out of the warehouse.

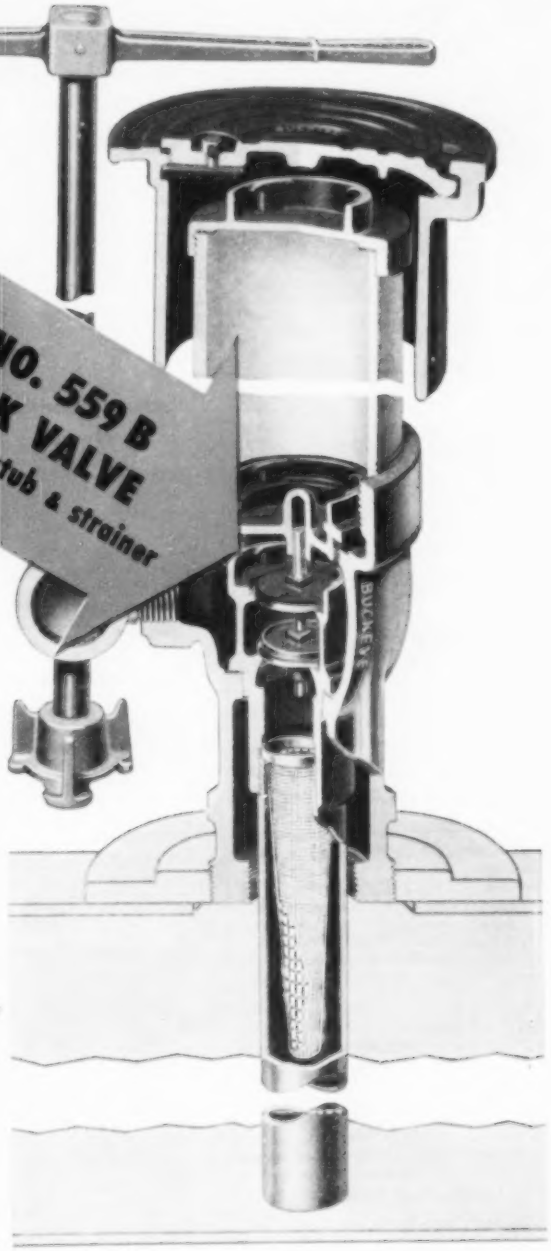
In all there is 11,000 sq. ft. of floor space in the warehouse, all of which is devoted to the storing and handling of service station supplies with the exception of a small amount of office space. Everything required in the operation of a service station, with the exception of heavy equipment, is stocked.

Company's four other warehouses are located in Phoenix, Los Angeles, Seattle and Portland. The entire territory served by the new Berkeley warehouse embraces Hawaii, northern California from Porterville to the Oregon line, northwestern Nevada and a portion of western Utah. Prior to the opening of the new warehouse the company has maintained a smaller supply depot in Emeryville, adjoining Berkeley.

NEW EASE IN TANK MAINTENANCE—

BUCKEYE NO. 559 B ANGLE CHECK VALVE

with removable suction stub & strainer



● It is often necessary to remove suction stubs in underground tank installations — for shortening or lengthening if tank settles, for pumping out an accumulation of water on the bottom, or for cleaning out rust and corrosion which collects on the bottom and which may contaminate the product or foul the pump.

The Buckeye No. 559 B Angle Check Valve with removable suction stub and 20-mesh strainer saves the time, expense and inconvenience of excavation. A few turns of one wrench, which can be used for the entire assembly, permits valve cage, strainer and suction stub to be immediately removed.

The easy removal of the inside assembly of No. 559 B also completely eliminates doubt about a perfect seal, a question always present when suction stub is permanently installed in a tank with a double tapped bushing.

This valve is available with a 3½" or 4" male thread to go directly into the tank flange, or a short nipple may be used between a 2" female thread on valve body and the tank bushing. The valve cage, strainer and suction stub may be used in presently installed No. 559 A or No. 559 AS 2" bodies. Write for complete information.

Buckeye

BUCKEYE IRON & BRASS WORKS • DAYTON 1, OHIO

BUCKEYE COMPLETE LINE FOR SERVICE STATIONS
Manholes • Foot Valves • Fill Boxes
Nozzle Valves • Vertical Check Valves

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For The Petroleum Industry
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Service Station or Bulk Plant Equip.

Centrifugal Pump Guide

(Bulk Plants, Terminals)

Pumping units are catalogued in a new 16-page "Handy Guide to Selection of Centrifugal Pumps." A wide variety of units is indexed in this bulletin, including close-coupled, pedestal, double suction single stage, multi-stage, self-priming, fractional horsepower, and others. Head capacity charts and tables for various types of the pumps are given, along with data on sizes, capacities and construction features. Allis-Chalmers.

Circle No. **19** *on Reply Card*

Protective Container Linings

(Packaging Plants)

A 12-page booklet entitled, "The Inside Story of Protective Linings for Steel Containers," describes linings for steel drums and pails to protect products during shipment and temporary storage. It was prepared to assist users of steel containers in selecting standard coatings to meet individual needs. The Glidden Co.

Circle No. **20** *on Reply Card*

Tool Loosens Bolts, Nuts

(Maintenance)

A bulletin describes a hand tool which is said to be useful for turning stubborn nuts, bolts or screws that are rusted or frozen on. With a twist in the desired direction and a few raps with a hammer, screws, bolts or nuts can be tightened or loosened easily and quickly with the tool, company says. The tool is described and there are illustrations showing how it is used and the different tool accessories available. H. K. Porter, Inc.

Circle No. **21** *on Reply Card*

Treats Fuel Oil

(Fuel Oil Distributors)

Folder gives details on product which is said to disperse sludge and water in fuel oil, holding in suspension for intensive atomization and maximum burnability. It provides colloidal homogenization of the sludge and emulsification of water in all grades of fuel oil. Several advantages are listed, together with instructions on how to use the product. American Sand-Banum Co., Inc.

Circle No. **22** *on Reply Card*

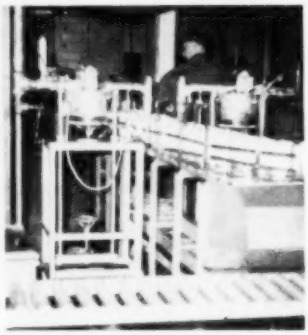
Close-Coupled Pump, Motor

(Bulk Plants, Terminals)

Bulletin describes design and construction features of a close-coupled pump and motor. The unit has a single shaft mounted in a unit-cast frame said to provide perfect and permanent alignment. The pump is available with drip-proof, splash-proof, totally-enclosed, fan-cooled or explosion-proof motor enclosures. Some sizes come with removable casing, others with removable cover plate. Pumps are available in ratings from 10 to 500 g.p.m. at heads to 220 ft. Motors are rated from ¾ to 10 h.p. Allis-Chalmers Manufacturing Co.

Circle No. **23** *on Reply Card*

Twin Can-Filling Machines Boost Output



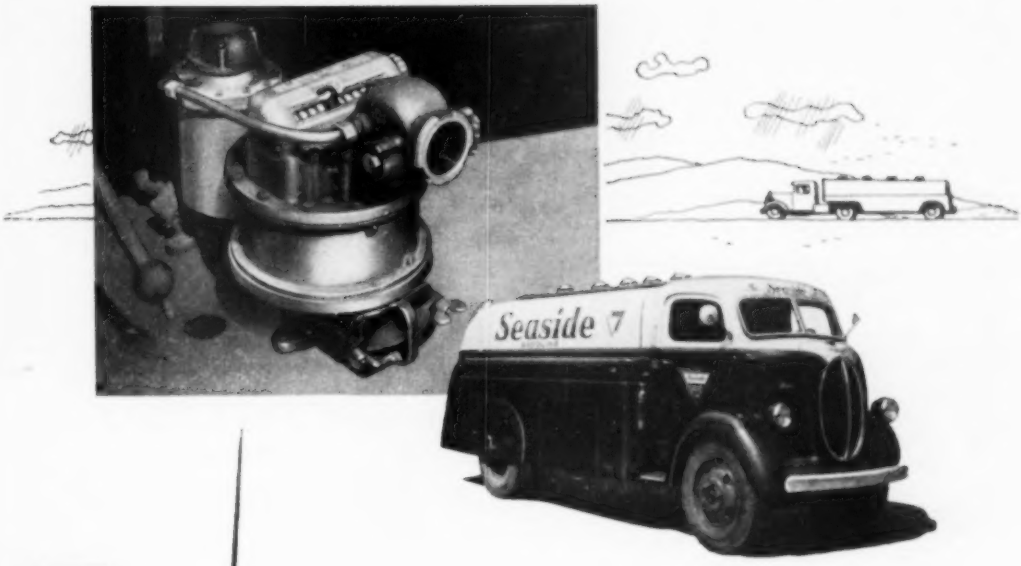
The Hickok Oil Co. of Toledo, Ohio, has set up twin automatic can-filling units to take care of increased production requirements. The two fillers have a combined capacity of 80 quart cans per minute and are used to fill open-top round cans with lubricating oil.

A single filling machine was purchased last fall, but it was not able to meet demands. Two alternatives were possible—one was the purchase of a larger machine at higher price, the other to add another small unit. The latter course was chosen when the company determined that no additional personnel would be needed to operate the two units.

Company plans to add another unit, according to Bowser, Inc., which manufactured the can-filling machines.

The installation consists of a right-hand and a left-hand filling machine with a conveyor wide enough for two rows of cans, plus about three inches between the rows for guide rails. Beyond the filling point the conveyor merges the two rows into a single row before they go to the can capper. About four feet beyond the filling point was found to be the proper place to merge the two rows.

The photograph shows the arrangement of the equipment.



"accurate and thoroughly reliable" after 15 years*

T-1001, the first Smith Truck Meter built, was installed by Seaside Oil Company on a semi-trailer in December, 1935. This delivery unit was finally retired in 1940. T-1001 was then put in a second Seaside truck which is now in regular service out of Sacramento—and the meter is good for years more service.

T-1001 is not a unique case. There are thousands of Smith Meters in service all over the world, metering millions of barrels of liquid under every conceivable climatic condition. Just look around you and get reports of user satisfaction first hand. The nearest Smith representative will be glad to give you the complete story on the accuracy, dependability and ease of installation of these long-lasting meters.

* **C. W. Chamberlain,** Operations Manager of Seaside Oil Company, says: "We have been very well satisfied with T-1001, and its performance was conducive to our subsequent purchases of several hundred additional Smith Meters. We find them accurate, dependable and thoroughly reliable."

A.O.Smith
Corporation
METER DIVISION

FACTORIES: 5715 SMITHWAY ST., LOS ANGELES 22, CALIF. • P.O. BOX 500, SUCCASUNNA, N. J.

Sales Offices: New York, Chicago, Houston, Los Angeles. In Canada: Toronto, Vancouver. International Division, Milwaukee 1, Wisconsin. Local Agents in All Principal Cities.

Smith Truck Meters are offered in types and sizes to serve every need: One and one-half inch T-6, 60 GPM; Two inch T-10, 100 GPM and Three inch T-15, 150 GPM. All are built on the original SMITH ROTARY PRINCIPLE, the design that revolutionized an industry.

Flexible Metal Hose

(Service Stations, Bulk Plants)

A new catalog on flexible metal hose has a section which is concerned with metal lined gasoline hose and synthetic rubber gasoline hose. Couplings applicable to various hoses comprize the last section. The booklet permits design and maintenance engineers and all those using and supplying flexible metal hose to secure complete application and construction data, company says. Atlantic Metal Hose Co.

Circle No. 24 on Reply Card

New Fire Extinguishers

(General Application)

A new folder describes three new 2½-gal. fire extinguishers. One is a foamite unit for oil fires and for Class A and B. The other two are for Class A fires and include a soda-acid and a plain water type discharged with carbon dioxide gas. The manufacturer says the new extinguishers are twice as strong as the old style fabricated copper units and are about 50% lighter in weight without the charge. They are made of stainless steel. American-LaFrance-Foamite Corp.

Circle No. 25 on Reply Card

MANUFACTURING PLANT purchased by Lion Uniform Co., Dayton, Ohio, contains 45,000 ft. of floor space. It is equipped with new high-speed sewing machines and designed to provide faster service

NEWS OF MANUFACTURERS

Self-Propelled Trailers

A new cargo truck has the appearance of a self-propelled trailer. It marks the entrance of Twin Coach Co. into the motor truck industry.

The design utilizes standard Fruehauf trailers and was developed in co-operation with that company. The units are powered by underfloor mounted Fageol Twin Coach engines and may be operated on either gasoline or propane.

The company says the new units provide more payload space than any standard motor truck of the same wheelbase and have the same load-carrying capacities as tractor-trailers. However, they weigh from 5,000 to 8,000 lbs. less and are from eight to ten feet shorter, Twin Coach says.

Name Broadened

The Warner Electric Brake Mfg. Co., Beloit, Wisc., has changed its name to the Warner Electric Brake & Clutch Co. This move was made to broaden the company's name to cover more of its manufacturing activities.

Sales Inducements

Vokar Corp., Dexter, Mich., is offering premiums to promote sales of its degreasing system for differentials, transmissions and overdrives on automobiles, trucks and tractors. Among the items being given with purchases of guns and solvents are inspection lights, wall posters and envelope stuffers. What the purchaser receives without charge depends on the amount he buys.

Butler Buys New Plant

Butler Manufacturing Co. has purchased a practically new steel fabricating plant at Birmingham, Ala., to provide better service to its customers in the Southeast. The property purchased includes the building, a

NOW—

AN AIR COOLED ISLAND LIGHT

listed by

UNDERWRITERS' LABORATORIES, INC.

(with High Power Factor Ballasts)

Guardian manufactures a complete line of high quality lighting equipment for service stations, used car and parking lots, and countless other applications—island lights, wall lights, cluster lights, and accessories.

LOW INSTALLATION COST
LOW MAINTENANCE COST
LONG, TROUBLE-FREE LIFE

Find out why America's most progressive service stations are using Guardian Lights!

Write Dept. N for Complete, Free Bulletin L-5450

Guardian Light Company

301 LAKE STREET • OAK PARK, ILLINOIS

40-acre site upon which the factory stands and equipment.

The main building is a one-story structure, 148 ft. by 250 ft. With annexed buildings there are about 46,000 sq. ft. of floor space. The plant was originally built by W. L. Coston & Sons in 1948 and has been used for the manufacture of welded tanks and miscellaneous heavy steel plate products.

The Birmingham division acting manager will be Floyd T. Read, formerly with Butler in Kansas City. Other company executives who will assist in transferring the operation of the property from Coston to Butler are: F. A. Rufi, secretary; Darious Melcher, treasurer and controller; Paul G. Koontz, counsel; Walter L. Smith, chief production manager; Luther P. Melcher, chief purchasing agent; G. A. Burns, vice president and assistant general sales manager; and Myrl Rowden, superintendent of Butler's Galesburg, Ill., plant.

Fire Training School

A record class of 46 students has graduated from the Ansul Chemical Co.'s fire training school in Marinette, Wis. Course lasted three days and consisted of instruction in how to fight various types of fires, including pressurized oil fires. Many of the students were taught to fight fires peculiar to the industries they represented.

Engine Factory Expanded

Cummins Engine Co., Inc., is expanding its plant at Columbus, Ind., by adding 92,000 sq. ft of floor space. Completion of the new facility will bring total expenditures on expansion since the war to $5,000,000. The company makes 84 models of Diesel engines.

Changes Representatives

The Charles Wheatley Co. of Tulsa has been appointed to represent the Ralph N. Brodie Co., Inc., in that area succeeding Warner Lewis Co. who will confine their activities to their line of water separators, microfilters and other equipment.

'Use-Purchase' Plan

Remington Rand Inc. has inaugurated a new "use-purchase" plan under which tabulating equipment may be purchased over a period of less than nine years at a lower cost than rental. It spreads payments for punched-card accounting equipment over a period of 100 months and has a cancellation clause effective after the first year.

The cancellation clause makes it possible for the purchaser to replace equipment with newer models, as in the case of rented equipment, if it becomes more profitable to do so.

Savings through purchase, as compared with rentals, figured on a 10-year basis with service charges included, amount to more than $20,000 on $50,000 worth of equipment, company says. In addition to an advantage of lower costs, prorated over a period of years, the purchaser has the advantage of ultimately owning the equipment, rather than having to pay rent until it wears out, Remington Rand says.

Service Depots Set Up

Pyrene Manufacturing Co. has set up 180 depots in key cities throughout the country to service fire extinguishers. The services include immediate exchanges, replacement parts, repairs and trade-ins.

New Sales Representative

Edward Valves, Inc., subsidiary of Rockwell Manufacturing Co., has appointed I. Russell Berkness Co., Richmond, Va., as sales and service representative in Virginia. The company is headed by I. Russell Berkness.

UNLOADS 4560 GALLONS*
in 18 minutes with
WARREN MANIFOLD VALVES

*through a 3" hose and unloading line

When PENNLAND TANKERS, INC., of Rouseville, Pennsylvania reported this performance, they also said: "We have several other locations where the load is pumped off, using a 3" hose with the same amount of product going through a meter, and is being unloaded in 25 to 30 minutes. "We are completely sold on the merits of the Warren emergency and manifold valve and will use nothing else in the future in our equipment."

Experience has proved that WARREN valves are more efficient, give added safety and save weight. Order WARREN valves for your equipment.

WRITE FOR LITERATURE and FULL INFORMATION

New Catalog

MANUFACTURERS OF
CUSTOM BUILT MACHINERY SINCE 1901

BETTS MACHINE CO.
WARREN, PENNSYLVANIA

PERSONALS

A. R. Kelso has been elected vice president of Mack Trucks, Inc. At the same time he was named vice president and a director of Mack Manufacturing Corp., company's manufacturing subsidiary. He will make his headquarters in Allentown, Pa.

* * *

Edmund P. Lunken, vice president of the Lunkenheimer Co., also has been elected secretary, succeeding **Charles W. Burrage,** now manager of sales engineering, who resigned to devote full time to sales. Mr. Lunken has been with the company since 1936.

* * *

Robert F. Curry has been appointed to the Detroit office of the De Laval Steam Turbine Co. Company also has named the R. M. Sorlie Co., Kalamazoo, Mich. as a sales representative in the western half of the lower peninsula of Michigan.

Mr. Ragsdale

B. P. Ragsdale has been placed in charge of Chiksan Co.'s sales headquarters for the Rocky Mountain area in Salt Lake City. Company's headquarters for the area formerly were located in Denver, with **Al Myers** as sales representative. Mr. Myers has resigned to enter business for himself. Mr. Ragsdale has served Chiksan as a member of the engineering department, service representative and sales engineer in the Southern California territory.

* * *

Paul W. Van Orden has been named industrial products merchandise manager of the industrial and general products division of the B. F. Goodrich Co.

* * *

Mr. Brodd

Ole S. Brodd is president of Petroleum Marketers Service, Inc., which was organized two years ago to specialize in the sale of petroleum properties in Minnesota, Wisconsin and North and South Dakota. Other company personnel are **Ruby Johnson,** secretary; **Cal V. Olson** and **Clere A. Gribble.** Bulk plants, service stations and LP-gas plants are among the properties handled.

* * *

Mr. Blankenship

Harvey W. Blankenship was guest of honor recently at a dinner given in celebration of his fifth year as director of public relations for Universal Oil Products.

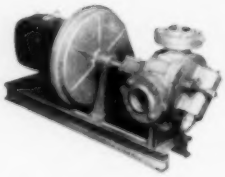
The dinner was given by **David W. Harris,** president of Universal Products, and guest speaker was **Colonel Russell L. Putman,** Chicago publisher.

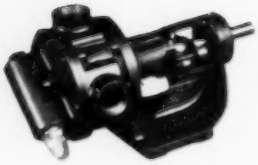
Attending the dinner, besides the executives and board members of Universal Products, were advertising and public relations men from New York, Cleveland, Tulsa, Oklahoma and Houston.

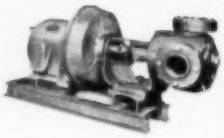
Other speakers of the evening were Mr. Harris and **Dr. Gustav Egloff.**

Next time...
be sure you get

Invader
PUMPS





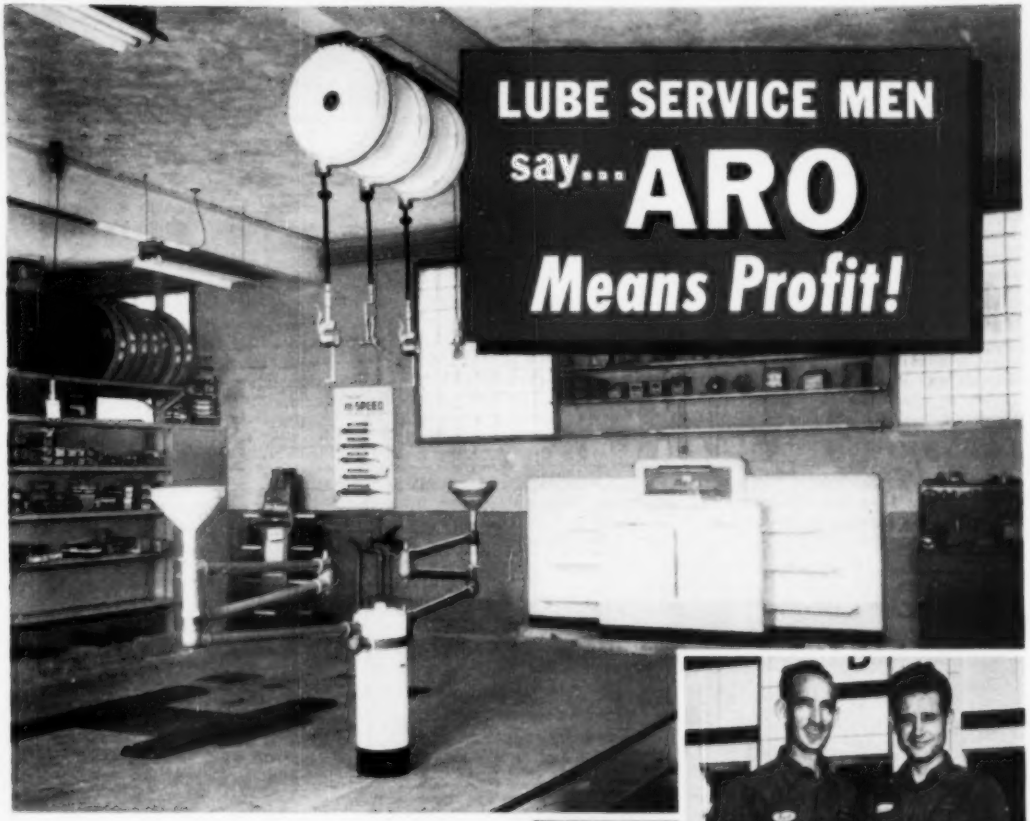


Having pump trouble? You'll change your frown to a happy smile if you specify INVADER for your next pump replacement. INVADER Pumps are engineered to perform better . . . longer. They "stand up" under the rugged operations in a bulk station. Will fit your equipment with no expensive changes in piping or mounting.

HERE'S THE REASON why INVADER Pumps cut your costs. The rounded tooth design is an improved type of construction applied to an old and proven principle . . . a gear-within-a-gear rotary pump. *Positive seal* and *rolling contact* make the difference!

ASK YOUR SUPPLY HOUSE, OR WRITE FOR FULL INFORMATION AND PRICES

The SCHIRMER-DORNBIRER PUMP Co.
1719 EAST 39th STREET CLEVELAND 14, OHIO



"We like it!" say owners of Harold and Earl's Station in Toledo. "Our Aro equipment turns out the work rapidly and efficiently."

★

"Aro's service is head and shoulders above others . . . I'm glad I bought ARO", says D. W. Fergusson, Humble Station, Dallas.

More and more of today's outstanding lube service stations are equipped with ARO!

ARO has the profit formula for you! Aro styling has that fresh, clean look that brings in lube business. You save time, save effort and speed up service with ARO-engineered features that are so practical . . . so efficient. Each Aro unit precision-built for long life and utmost dependability. In the installations shown here, note the added appeal obtained by using an ARO Centralized Lubrication Unit at the back wall . . . with convenient ARO overhead reels and an ARO Drain Assembly for handy use.

Check your needs with ARO's complete line—everything you need from specialized guns and overhead reels to cabinet units and complete accessory equipment. This includes equipment and accessories to perform automatic transmission service. See your Aro Jobber.

The Aro Equipment Corporation, Bryan, Ohio

Aro of Canada, Ltd., Toronto, Ont.

ARO **LUBE EQUIPMENT**

ALSO . . . AIR TOOLS . . . HYDRAULIC EQUIPMENT . . . AIRCRAFT PRODUCTS . . . GREASE FITTINGS

Worthington Pump and Machinery Corp.'s new manager of sales activities in the petroleum and chemical industries is **John V. Jirasek,** who will be located at the company's offices in Harrison, N. J.

* * *

New general sales manager of Vokar Corp. is **Lloyd B. Poole** who has been in the automotive after-market for 20 years. He previously was associated with Butler Engineering Co., Firestone Tire and Rubber Co. and National Carbon Co. The corporation has expanded promotion of its system for degreasing differentials, transmissions and overdrives of cars, trucks and tractors.

* * *

American Brake Shoe Co. has made several executive appointments: **Fred P. Biggs** has been named president of the Brake Shoe and Castings Division, having served previously as first vice president.

Charles W. Strine is the new controller of the Pennsylvania Flexible Metallic Tubing Co. He has been in charge of all the company's accounting procedures for the past years.

* * *

D. W. Holmes, formerly general sales manager of the Parker Appliance Co., has been elected vice president in charge of sales.

* * *

R. D. (Bob) Ebbert, former Shell sales manager in St. Louis, was recently named manager of oil company sales for Joyce-Cridland Co., of Dayton, Ohio, manufacturers of lifts and jacks.

* * *

New branch manager of the Houston office of the pump division of Byron Jackson Co. is **William S. Thomas.** Prior to this appointment, he was branch manager for the company's San Francisco office.

PLASTIC SIGNS and lettering are used at this station to gain special effects at night. The symbol is lighted by cold cathode, the letters by incandescent lamps. Smaller letters that spell "Washing" and "Lubrication" also are made of Plexiglas

Oil Leads in Use of Plastic Signs

The oil industry has become the largest user, as a group, of mass-produced outdoor signs made of acrylic plastic—a material that less than three years ago was comparatively unknown as an outdoor advertising medium, says Mark L. Steiner, general sales manager of Steiner Plastics Mfg. Co., Inc., Long Island City, N. Y.

Mr. Steiner says that close co-operation between plastic manufacturers and fabricators has resulted in pigmented grades of the product which have excellent outdoor color stability, and production-line techniques for heating and forming the material so that large trademark identification displays could be produced both accurately and economically.

Among the advantages which Mr. Steiner lists for acrylic plastic signs are: Light weight, shatter resistance, excellent diffusion of light, and lack of deterioration under extreme climatic conditions. He says that oil companies were among the first advertisers to become interested in the plastic signs, some of whom are using the signs in volume and others have them undergoing tests.

The plastic signs so far have been used mostly for service station identification, Mr. Steiner says. The letters are made by heating single colored sheets of thin Plexiglas and forming them under mechanical or vacuum pressure to the desired three-dimensional shape. The light weight of the sign has made it possible to develop wall-mounting methods in which adhesives hold the letters securely, yet permit them to be removed readily when a service station changes hands or is rebuilt, he explains.

At night, the acrylic letters can be lighted by mounting neon tubes or incandescent lamps within the letters themselves. This gives an even, over-all luminosity to the letters, characterized by brilliant but glare-free diffusion of the light, Mr. Steiner says, and broad luminous strokes can be achieved with one neon tube rather than several as is the case when externally mounted. In addition, neon maintenance is said to be reduced to a minimum because of the protection against weather and breakage afforded by the plastic housing.

Another type of sign being made of plastic is the trademark reproductions which call a motorist's attention to a familiar oil company insignia. Mr. Steiner says their manufacture, although basically the same as for individual letters is somewhat more complicated because of design complexities and the multiple colors generally involved. When successfully executed in translucent acrylic, however, they become an effective sign on the highway, Mr. Steiner declares.

Many of these identification signs are two-faced and permit lighting from a single source placed between the two faces. Mr. Steiner says these units require only light supports because of the light weight. He adds that these signs retain the same colors and shape at night as in the daytime.

Plastic signs are mounted in various ways on station buildings. They are adhered to the building by means of a special adhesive which Mr. Steiner says has proven to be stable and strong and has withstood the elements without failure. He noted that one oil company's lettering has been mounted with the adhesive for three years without trouble. Lettering also is mounted with a keyhole type of mount while certain signs are mounted with both adhesive and in other cases, keyhole mounts.

With regard to hangout signs, metal hangers similar to those used on electrical signs have been used and in some cases, lollypop types of signs have been erected.

Plastic signs and lettering require very little attention, Mr. Steiner says, adding that it is recommended that either semi-annually or annually, signs be washed down with water and soap.

Accent Is on 'Independent' as Jobber Opens New Station With Ads, Leaflets

By NPN Staff Writer

When J. H. Williams Oil Co., Pure Oil jobber of Tampa, Fla., formally opened a new four-pump, two-bay service station Sept. 15-17, it used a variety of promotional media to let the public know the outlet was in business, to do business. It also left no doubt that the station was an Independent operation.

Pre-Opening Promotion

According to J. H. Williams, Jr., sales manager, Williams Oil notified the public beforehand of the opening through newspaper advertising and leaflets.

Newspaper Ad—As shown in the newspaper ad reproduction below, the company emphasized its independence by displaying its own name more prominently than that of Pure. It also plainly referred to dealer J. A. Foster as the station "owner."

Furthermore, in the newspaper ad, as in its other advertising, Williams Oil set in large type the name of the station: "Dale Mabry Tire & Battery Service."

Special attention in the ad was given to the promise of free orchids at the opening.

Leaflets—During the three days immediately preceding the opening, Williams Oil distributed 5,000 leaflets to homes in the large residential area surrounding the station. These were printed in blue ink on 9 x 12 in. paper, colored blue, pink or yellow.

In addition to announcing the station opening, the leaflets called attention to services available and to the station's TBA merchandise. They promised free gifts, lubrication and wash jobs. The station's name was in large type, with Pure identified only by a half-inch trade mark, and small type, "Be Sure With Pure."

During Opening

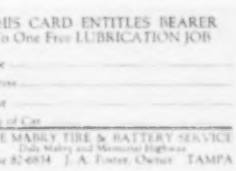
Here is how Williams Oil went about keeping the customers attracted by the opening:

Free Lubrication — The company had for distribution 500 cards (2 x 3½ in.) entitling motorists to free lubrication or wash jobs (see reproduction above).

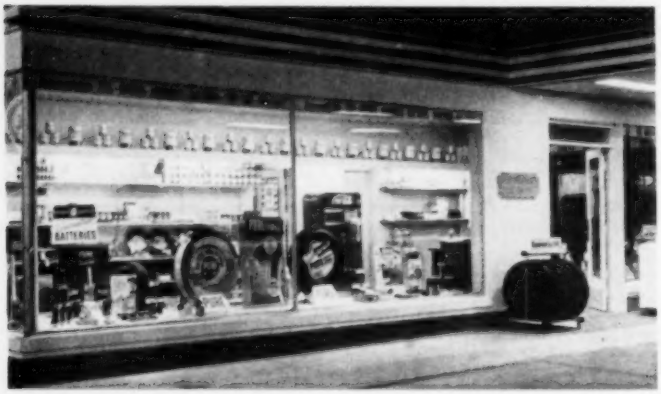
Another 500 cards of the same size entitled motorists to a free lubrication with each purchase of 100 gals. of gasoline (not limited to opening). The latter cards have numbers from one to five (totaling 100) printed along their edges for punching by attendants with each gasoline sale. For example, with a five-gal. purchase, the motorist would have the figure "5" punched on this card. When all figures are punched, the motorist gets his lubrication free.

Lube Follow-up — Sales Manager Williams points out that after free lubrication and wash cards have been honored at the station, a follow-up postcard is mailed to the customer,

NEWSPAPER AD announcing opening of J. H. Williamss Oil Co. station stresses jobber's name and that of outlet's independent dealer, but plays down name of supplier, Pure Oil Co. In this 8 x 14 in. ad, Pure is mentioned only in company seal at bottom (not shown), in insignia on dealers' cap, and in products listed as sold at station—Pure-Pep gasoline, Purelube motor oil etc.



FREE LUBRICATION CARD passed out with each purchase of gasoline during three-day opening of J. H. Williams Oil Co. station in Tampa, Fla. Customers were invited to get lubrication job by filling out and returning card. Dale Mabry is name of boulevard on which station is located



DISPLAY WINDOW of new J. H. Williams Oil Co. service station in Tampa, Fla., shows wide range of TBA and oil products visible to motorists from driveway. Marble plaque beside door at right in picture tells company name: "J. H. Williams Oil Co., Inc." Similiar plaques are hung at other company stations

thanking him for coming in. Another reminder card is mailed in 30 days to those having lubrication jobs, soliciting additional business.

Literature — Handouts included a series of small blotters and pamphlets, prepared by Pure for wide circulation by its distributors and dealers, and pushing Pure tires, batteries, motor oil and gasoline. Williams Oil put the "local stamp" on this literature by rubber stamping each piece with "Dale Mabry Tire & Battery Service," followed by the station phone number and address.

Eight to 10 attendants were on duty during each day of the opening.

Results

The station did over $2,000 worth of business during the three-day opening. It had 830 gasoline customers—who bought an average of almost 9 gals. each—for a total of 7,284 gals./sold. Attendants gave 31 free lubrication jobs and 26 free wash jobs. Shown below is a breakdown of the station's opening sales:

Station-Opening Sales

	Sept. 15	Sept. 16	Sept. 17	3-Day Total
Gasoline (gals.)	2,265	2,423	2,596	7,284
Motor oil	$40	$58	$51	$149 (146 gals.)
Tires, tubes	$57	$40	$103	$200
Total sales, all products and services*	$843	$882	$755	$2,480

*Included in this total are $160 in accessories sales and various service charges.

Give-aways—Williams Oil had on hand as give-aways for the opening the following items:

300 orchids
40 cases of cold drinks
8 boxes of cigars
800 lollipops
1,000 balloons
600 pieces of bubble gum

Hours—Although station hours are from 6 a. m. to 12 p. m., it is planned

A filter for every Oil Burner Service

SPARKLER FUEL OIL FILTER

Model OB-2
actual size
Approved by
Underwriters' Laboratories

THREE SIZES OB-2 OB-4 OB-8

You get

★ **A nice profit item**
★ **Easily stocked refill element. One type filter disc used on all filter sizes.**
★ **Reduction in service calls due to clogged nozzle screens.**
★ **Customer satisfaction — no burner trouble when filling of tanks stirs up sediment.**

The positive seal prevents by-passing of unfiltered oil, this eliminates trouble due to clogged nozzle screens. All oil that reaches the burner is filtered through the rayon element that removes minute particles down to .002 and any water in the oil. This is particularly important with small size burners used in the average home.

Three sizes—OB-2 for average home size burners, OB-4 for larger burners or unusually dirty tanks, OB-8 has four times the capacity of OB-2.

Order from your jobber

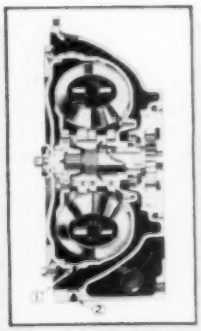
SPARKLER MANUFACTURING CO., Mundelein, Ill.

Makers of industrial filters for the Food, Chemical, and Oil Processing industries for over a quarter of a century.

Member, Oil Heat Institute of America

No trouble at all changing POWERGLIDE TRANSMISSION OIL

KENT-MOORE
SPECIAL SERVICE TOOLS



Use Remote Control Starter Switch to line up converter plug (1) with drain hole (2) in transmission housing.

HOW TO PERFORM
PROFITABLE "POWERGLIDE"
OIL CHANGING SERVICE

CAUTION: Do not make this connection unless transmission selector lever is in "PARK" position.

Drain transmission by removing and replacing converter plug. Magnetic Wrench prevents loss of plug.

Use Kent-Moore Oil Filler Tube and Funnel to refill: 3 qts. Fluid "A" with engine OFF; 6 qts. at IDLE.

Amazing how simple, how easy it is to change "PowerGlide" Transmission oil with Kent-Moore Special Service Tools. And just three tools, too! Yes, that's all you need to do the job quickly, easily, accurately . . . without danger of damaging the transmission, and without costly, wasteful spillage of premium priced Fluid "A".

Take the Kent-Moore Magnetic Wrench (J4543), for example. It assures safe, simplified removal and replacement of "PowerGlide" converter plugs because its magnetized end holds plug securely, eliminates possibility of dropping it inside the converter housing. ★ Kent-Moore's "PowerGlide" Oil Filler Tube and Funnel (J4264) is essential, too. It's curved to reach the transmission oil intake port without interference from heater attachments and other under-the-hood equipment. Fine mesh screen effectively filters fluid, air escape vent prevents burbling and spilling. ★ Then there's the Kent-Moore Remote Control Starter Switch (J2679) . . . a real time-saver on every job you do. Permits a single service man to operate solenoid starters from any working position, eliminates need of assistance from second man in lining up converter plug with drain hole in transmission housing.

So get set now to handle the rapidly expanding volume of profitable "PowerGlide" oil changing business. Write today for complete information regarding the essential Kent-Moore Tools required, plus full details of Chevrolet-approved operating procedures.

Kent-Moore
ORGANIZATION, INC.

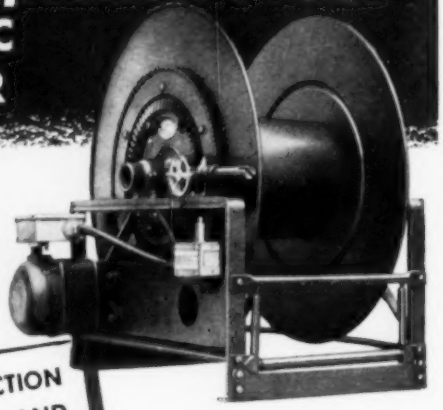
GENERAL MOTORS BUILDING • DETROIT 2, MICHIGAN

Sales and Service Engineering Representatives in Principal Cities Coast to Coast

IT'S NEW—
IT'S BETTER—
IT'S SAFE!

HANNAY HOSE REEL*

WITH *Explosion-Proof* ELECTRIC MOTOR



Specifically developed by Hannay to overcome the danger factors heretofore associated with electrical rewinds.

ADDED PROTECTION FOR OPERATOR AND EQUIPMENT

Enthusiastic users tell us they like especially the safe rewind speed and easy control, which eliminate hazards to nozzles and hands.

AT LAST . . . a new Hannay-quality hose reel with truly explosion-proof electric motor. Particularly advantageous for use in fuel oil, gasoline, fire fighting and similar installations. PROVEN SAFE and efficient in exacting factory and field tests.

- ✶ **Especially designed explosion-proof heavy duty motor, Underwriters Approved.**
- ✶ **Can be connected through conduit for sealed, safe installation.**
- ✶ **Push button control.**
- ✶ **Motor integral part of reel; needs no attention.**
- ✶ **No gears to shift; no clutch to engage.**
- ✶ **Compact, durable, dependable.**
- ✶ **Simplicity of construction and operation reduces maintenance costs to minimum.**

The Hannay Electrically-Operated Hose Reel can be supplied complete with approved junction box, push button switch, tubing, fittings, cable, twin wire, solenoid switch, connectors, terminals, and special insulating tape. It comes in all models except the Hannay "16-17" and "14-17" series for tank truck installation, and in practically all AC and DC voltages.

ASK YOUR DISTRIBUTOR
or write for information

HANNAY
REG. U.S. PAT. OFF.
HOSE REELS
CLIFFORD B. HANNAY & SON, Inc.
WESTERLO, NEW YORK

*U.S. Pat. No. 2,440,555 Patented 1950, in Canada

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to put the outlet on 24-hour operation during the winter.

Name Display — In addition to stressing its own name in station-opening ads, Williams Oil keeps its name before motorists by:

1. Mounting Williams Oil name plaques on station buildings (see picture on p. 74).

2. Displaying its name on attendants' shirt patches (right side of shirt over pockets) to correspond with the Pure patch (left side).

Williams Oil pays for the patch when ordering uniforms for dealers and attendants from its uniform supplier. The patch is similar to the circular Pure trade mark, with J. H. Williams Oil Co. substituted for the word "Pure."

Station Description—The new station has a corner location, spacious driveways and wide curb cuts. A TBA display window, canopy and pump island face one street—two bays and a pump island face the other.

J. H. Williams, Sr., organized the present Williams company in January, 1946. Prior to that time he had been Tampa agent for Seaboard Oil Co., a Pure subsidiary. (For other details of the company and its officers, see NPN July 26, 1950, p. 63.)

'Canned' Sales Talk

A General Petroleum dealer is looking forward to Hallowe'en as a chance to win more customers and sell more motor oil. For the past few years he has been handing out "treats" to children in the form of candy, nuts and fruit packed in used quart cans of Mobiloil.

This year, the dealer plans to give away to youngsters six cases of oil cans—carefully scrubbed before packing with sweets, but with "Mobiloil" and the flying red horse unobscured. He reports that many parents of the children he has "treated" in the past have become his customers, and that his sales generally have increased, with motor oil showing the greatest gain.

Selling by Name

Tide Water is reminding dealers that a good way to familiarize motorists with the products they sell is to mention the products by name.

Tide Water suggests:

"Don't just say, 'Shall I fill it up?' to the next customer. Ask him instead, 'Shall I fill it up with *Flying A Ethyl?*'" The company notes that telling a customer he needs two quarts of *Veedol* will make him remember the name and ask for it next time. Tide Water also recommends selling TBA by brand name.

ABOUT OIL PEOPLE

PAN-AM DEDICATION—Shown at the recent dedication of Pan-Am Southern's new delayed coker at El Dorado, Ark. are (left to right) Frank R. Lutenbacher, general manager of sales for Pan-Am; N. S. Read, vice president in charge of marketing and distribution for Pan-Am; R. L. Aycock, general manager of bulk sales for the company and Bruce K. Brown, president of Pan-Am

John M. Gardiner, vice president of Republic Oil Refining, Pittsburgh, has been made acting president of the company until a president is elected to fill the vacancy caused by the recent death of W. E. Huston.

Paul G. Benedum has been elected vice president of Plymouth Oil and Big Lake Co., succeeding the late Mr. Huston.

O. D. Robinson, board chairman of Republic Oil Refining, has been elected a director of Plymouth Oil.

* * *

J. H. McDonald, secretary and treasurer of Arabian American Oil Co., has been elected vice president and secretary of the company.

Mr. McDonald joined Aramco in 1945 after 21 years with Standard Oil of California.

* * *

Frontier Refining Co., Denver, has created a lubricating oil sales department and has placed it in charge of **Col. Hugh (Buck) Connors**. Frontier at present is making plans for an advertising campaign pushing premium motor oil.

* * *

Cyrus T. Helm has been elected vice president of International Petroleum Co., a subsidiary of Standard of New Jersey. Mr. Helm has been a director of International since 1949. His new duties will take him to Colombia and Peru.

* * *

James T. Foster has been named manager of the Richfield Oil's central division with headquarters in San Francisco. Mr. Foster, formerly assistant division manager of Richfield in Los Angeles, succeeds **H. T. Hutchinson**, who was recently promoted to assistant general sales manager, with offices in Los Angeles.

* * *

George B. Lawson, Jr., Lawson Oil Co., Roanoke, Va., commission distributor for Socony-Vacuum, recently added industrial oils and greases to his marketing line. He began distributing fuel oil last year, and has handled TBA since the company started in 1935.

Mr. Lawson started his company with one tank car station and, by 1941, he had a chain of unbranded stations, which he operated as Economy Oil Co. After service in World War II, Mr. Lawson became a commission agent for Socony-Vacuum.

Mr. Lawson is a member of the Virginia Oil Men's Assn., the Oil Industry Information Committee, and the Rotary club.

* * *

L. M. Waggoner, and **C. W. Waggoner**, Waggoner's Fuel Co., South Bend, Ind., are adding 110,000 gals. additional storage to their present storage capacity of 125,000 gals.

The Waggoners started in 1933 as coal dealers. They began marketing fuel in 1946.

* * *

Clarence R. Smith has joined Oil States Petroleum Co., Inc., where he will handle lubrication and specialty products in the domestic and export markets, with offices at 233 Broadway, New York. Mr. Smith formerly was sales manager of Maritime Petroleum Corp.'s export, lubricating oils and special products division.

During World War II he spent two years in Washington with PAW as manager of Additive Section in charge of liaison between Military and refiners on lubricant requirements.

* * *

B. I. Graves, vice president of Tide Water, is chairman of the petroleum division of the 1950 fund appeal for the Travelers Air Society of New York.

* * *

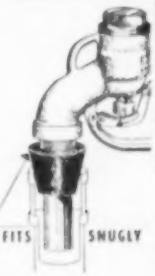
R. C. Shannon, automotive sales manager at St. Louis for Socony-Vacuum, was a guest speaker recently at a meeting of the American Marketing Assn.

* * *

J. S. Carroll, El Campo, Tex., was elected chairman of the Texas Oil Jobbers Assn., District II. He replaces **Paul Orlopp**, Ada Oil Co., Houston, who has resigned.

George W. Meyer, Ada Oil Co., was made a director of the Texas association.

RICHFILL



NOZZLE PLUG

Prevents Spillage

For Nozzle Tubes from 1 1/8" to 1-5/8" O.D.

$1.75 ea.

Dealer Inquiries Solicited

RICHFILL NOZZLE PLUG CO.
S. E. C. 39th & Market Sts.
Philadelphia 4, Pa.

IVC

DERWING NOZZLE VALVE

Tested, approved and used by major airlines, Milvaco's new underwing nozzle valve is setting new standards for efficiency in aviation refueling. Not only does it provide faster, easier fueling, but it also eliminates hazards involved in having airport personnel climb upon wings during bad weather.

This special nozzle valve is also adaptable for loading of large gasoline trucks. In addition to providing safer and faster loading, it also eliminates costly overhead platforms and facilities required for ordinary overhead fueling.

P-2760 MILVALOY UNDERWING NOZZLE VALVE — SIZE 2½"

MILVACO P-2965 EMERGENCY TANK VALVE

This new emergency tank valve is in keeping with most state codes which require a protective shut-off in case of fire. Installed in lines of gasoline storage tanks, fusible link quickly melts and allows valve to close automatically. Sturdy bronze construction.

P-2965 EMERGENCY TANK VALVE — SIZES — 2" x 2"; 2" x 2½"; 3" x 4"

MILVACO FOOT AND VERTICAL CHECK VALVES— NOW IN 3" AND 4"

Milvaco's accepted foot and vertical check valves are now available in larger sizes — 3" and 4". Sturdily constructed of bronze, they feature "Permadisc" construction and are available with single or double poppets.

MILVACO FOOT AND VERTICAL CHECK VALVES P-720, P-722, P-730, P-732 — SIZES — ½" to 4"

MILVACO

MILVALOY VALVE COMPANY — MILWAUKEE 7, WISCONSIN

Ask for Your Free Copy of Milvaco's New Ready-Reference Folder

Ted O. Groebel, Westex Oil Co., Big Springs, Tex., is building the company's fifth service station this year, and has plans under way for construction of two or three more.

Mr. Groebel began marketing petroleum products in 1928, a year after he entered the oil business as a service station operator. He now has six bulk plants and operates 40 service stations, 12 of which he owns. He also has half interest in 12 producing wells.

His activity in community affairs includes being a director of the Chamber of Commerce, past president and vice president of the Chamber of Commerce, a member of the Zoning and Planning Board, past chairman of all the war loan drives, chairman of the cancer drives in 1948 and 1949, and chairman of the community chest drive for 1950.

Other officers of Westex Oil are: **Carlson Hamilton,** operations manager; **B. L. "Bernie" Coughlin,** sales manager; **I. R. "Rinkie" Laughman,** service station and TBA supervisor; and **Dewey Young,** construction superintendent.

Westex Oil has been marketing Shell products since 1935.

* * *

Mrs. Josephine McKinnon, McKinnon & Co., Memphis, Tenn., has added the Goodyear tire and tube line, has installed a pump for Diesel fuel and has increased the pump capacity at one retail outlet.

Mrs. McKinnon inherited one half of McKinnon Oil Co., and bought out the other half in 1945.

Besides her oil jobbing business, Mrs. McKinnon is interested in the theatre and is active in the town's "Little Theatre." She also claims fishing as a hobby but, she says, without much luck.

* * *

The upset defeat over the Notre Dame football team by Purdue Oct. 7 inspired a tribute in the *Washington Evening Star* on Oct. 10 to **Gordon Locke,** executive secretary and associate counsel for the Committee for Pipe Line Companies, at Washington, D. C. It was 29 years ago that Mr. Locke led the Iowa Hawkeyes to a 10-7 startling upset over Notre Dame which then had amassed a 22-game winning streak.

The following week, Mr. Locke left a hospital bed on Friday and scored two touchdowns the next day as Iowa beat Illinois 14-2 and was off on a 14-game winning streak. He was an All-American the following year, 1922, and, after graduation, returned to his alma mater as backfield coach for three years while studying law. Previous to representing the pipe lines, Mr. Locke was an attorney in Washington with the Interstate Commerce Commission.

ALABAMA OIL MEN attending the recent meeting of the Alabama Petroleum Industries Committee, held in Montgomery, Ala., were (left to right): J. T. Pruett (Pure Oil, Montgomery), W. S. Fubanks (Pan-Am Southern, Birmingham), C. J. Hans (Sinclair, Birmingham), L. Phillip Magee (Gulf, Birmingham), Ben F. Brian (Arkansas Fuel Oil Co., Birmingham), Herman Todd (Todd Distributing Co., Mobile), and C. B. Cox (Pan-Am Southern, Selma)

COMING MEETINGS

OCTOBER

Arkansas Independent Oil Marketers Assn., Inc., fall convention, Hotel LaFayette, Little Rock, Ark., Oct. 24.

Alabama Petroleum Jobbers Assn., annual convention, Whitley Hotel, Montgomery, Alabama, Oct. 24-25.

South Dakota Independent Oil Men's Assn., Aberdeen Civic Arena, Aberdeen, S. D., Oct. 24-25.

Pennsylvania Petroleum Assn., Inc., fall convention, The Pocono Manor Inn, Pocono Manor, Pa., Oct. 29-31.

National Lubricating Grease Institute, 18th annual meeting, Edgewater Beach Hotel, Chicago, Ill., Oct. 30-Nov. 1.

NOVEMBER

National Oil Jobbers Council, annual meeting, Morrison Hotel, Chicago, Ill., Nov. 2-3.

Mid-Continent Oil & Gas Assn., annual meeting, Roosevelt Hotel, New Orleans, La., Nov. 2-3.

American Assn. of Battery Mfrs., Palmer House, Chicago, Nov. 3-4.

California Natural Gasoline Assn., Fall meeting and 25th anniversary celebration, Ambassador Hotel, Los Angeles, Calif., Nov. 9-10.

Oil Industry Information Committee, Biltmore Hotel, Los Angeles, Calif., Nov. 11-13.

American Petroleum Credit Assn., Hotel Statler, Cleveland, Ohio, Nov. 13-15.

American Petroleum Institute, 30th annual meeting, Biltmore Hotel and the Ambassador, Los Angeles, Calif., Nov. 13-16.

Tennessee Oil Men's Assn., semi-annual meeting, Peabody Hotel, Memphis, Tenn., Nov. 26-28.

Oil Dealers' Association of Arkansas, annual convention, Hotel Marion, Little Rock, Arkansas, Nov. 28.

DECEMBER

National Dixie Distributors, Inc., Statler Hotel, St. Louis, Dec. 1-2.

Oil Industry TBA Group, annual convention, Edgewater Beach Hotel, Chicago, Ill., Dec. 4-5.

Nebraska Petroleum Marketers, Inc., Hotel Paxton, Omaha, Nebr., Dec. 5-6.

Interstate Oil Compact Commission, annual meeting, Shamrock Hotel, Houston, Texas, Dec. 11-13.

1951

JANUARY

Kansas Oil Men's Assn., Lassen Hotel, Wichita, Kansas, Jan. 8-9.

North Carolina Oil Jobbers Assn., annual meeting, Raleigh, N. C., Jan. 17.

Georgia Independent Oilmen's Assn., Hotel Dempsey, Macon, Ga., Jan. 18.

Northwest Petroleum Assn., Hotel Nicollet, Minneapolis, Minn., Jan. 25-26.

FEBRUARY

National Council of Private Motor Truck Owners, Inc., Hotel Statler, Washington, Feb. 1-2.

*

Although **J. C. McGinity** spends most of his time at the Penn United Oil Co., Blairsville, Pa., he still pursues his hobby of owning, breeding and riding American saddle horses.

Mr. McGinity, who is president of Penn United, started in the oil business in 1922, when the company was organized. Penn United distributes around 2,500,000 gals. of Amoco products a year, which includes industrial lubes and greases, fuel oil and TBA.

A member of the Veterans of Foreign Wars and the American Legion from World War I, Mr. McGinity is also on the Board of Trade, belongs to the B. P. O. Elks, and has been a charter member of Kiwanis for 23 years.

J. W. Hart is vice president of Penn United, and **N. J. McGinity** is secretary and treasurer.

* * *

Toler B. Buchanan, manager, Allen Petroleum Co., Blytheville, Ark., informs us that his company has added three 30,000 gal. tanks for liquid fertilizer, anhydrous ammonia.

* * *

E. E. Boudinot, construction engineer for General Petroleum Corp., will supervise erection of the new $30,000,000 oil refinery to be built by the Vacuum Oil Co., Ltd., in Coryton, England.

* * *

B. F. Morgan, president, Morgan Oil & Supply Co., Richmond, Va., is president of the fire and police Boys Club, is a member of the Acca Temple Shriners, the Kiwanis Club and is president of West Richmond Business Men's Assn.

Mr. Morgan started his oil business in 1928, with one truck. He now has five tank trucks and markets two million gallons of refined products a year.

* * *

H. J. Moore, assistant manager of California Standard's traffic department retired Oct. 1, after 46 years with that company.

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Frank V. Martinek

He Will Protect Chicago Plants From Sabotage, War Attack

In naming Frank V. Martinek as chairman of its plant protection committee, the Chicago Civil Defense Organization selected a man uniquely qualified for the momentous task of guarding the area's vast industrial facilities from sabotage and bombing in the event of a global war.

As assistant vice president of Standard Oil Co. (Indiana) for the past 22 years he is intimately acquainted with the problems of industry. During his colorful career he has battled spies and criminals as intelligence officer of the Asiatic Fleet in World War I, special agent of the Department of Justice from 1921 to 1925 and chairman of the Central Gasoline Tax Evasion Committee since 1931.

During World War II he served as vice chairman of the Great Lakes Plant Protection Committee of the Petroleum Industry under L. S. Wescoat, president of Pure Oil Co., and it is noteworthy that not a gallon of product was lost at any of the vast petroleum facilities in the area because of sabotage. His job in the present emergency is on a much greater scale because he is responsible for protecting industrial plants of all types.

A native of Chicago, Mr. Martinek's first job was as copy boy and cub reporter on the old *Chicago Record Herald* from 1910 to 1913. There he developed a curiosity for criminal research and investigation and took a special course in the subject from Mrs. Mary Holland, celebrated woman detective who had been trained at Scotland Yard. In 1913 he became identification officer for the Chicago Civil Service Commission and while serving in this post he organized a school in scientific crime detection for the Chicago Police Department.

In 1917 he entered the U. S. Navy as a seaman and was discharged four years later as a lieutenant. He was summoned to Washington early in the war to serve in the Office of Naval Intelligence and later was appointed Fleet Intelligence Officer of the Asiatic Fleet attached to the staff of Adm. William L. Rogers, commander-in-chief. Later he became liaison officer between the American forces and the Czechoslovakian Army in Siberia. He was a lieutenant commander of the U. S. Naval Reserve from 1930 to 1941.

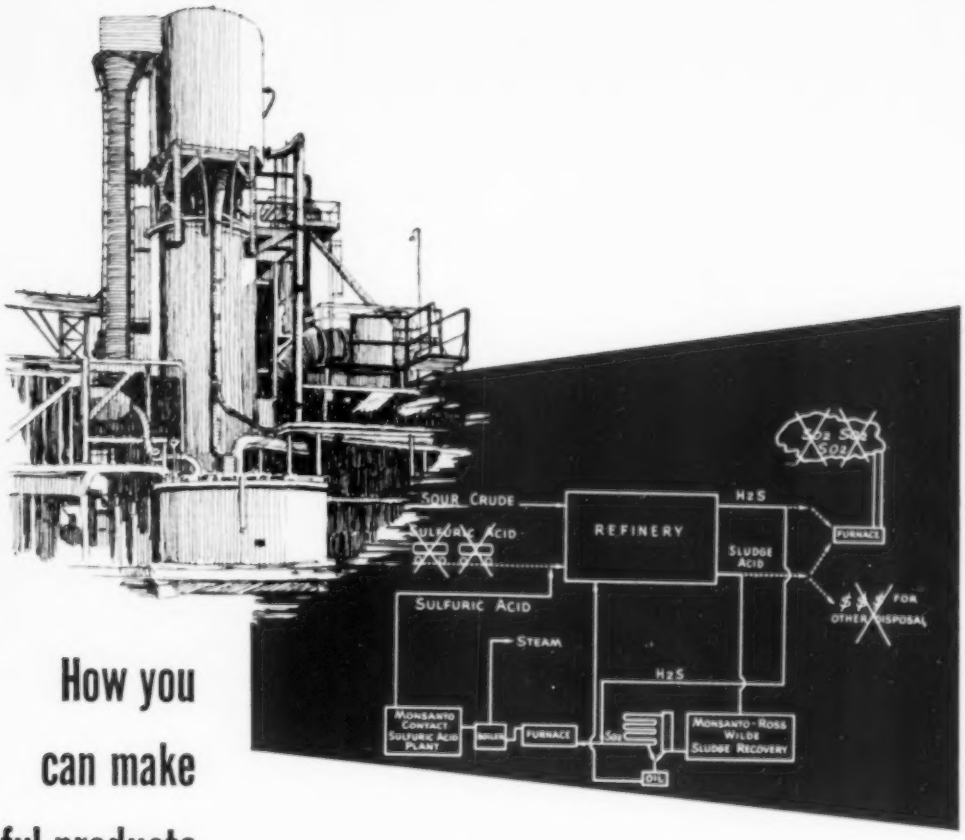
For his services in the war he was decorated with the Order of M. R. Stefanik (Czechoslovakia), Order of St. Stanislaus (Russia), Civil Tiger Decoration (China) and Victory Medal with Asiatic Clasp (U. S.).

In 1925, after four years service as a federal agent, Mr. Martinek joined Indiana Standard as personnel manager and was elected to assistant vice president in 1928.

He was the "founding father" of the Central Gasoline Tax Evasion Committee. In November, 1930, he was called upon to make a survey of the amount of gasoline taxes being evaded. As the result of his findings of a widespread evasion, the committee was organized in 1931 with him as its first chairman. He has been re-elected annually ever since. From 1931 to 1948, last period for which a compilation was made, the committee and allied state organizations made 31,015 investigations. A total of 8,928 violations was referred to enforcement agencies which resulted in 1,444 arrests and criminal prosecutions and 1,341 convictions.

Mr. Martinek is more widely known to the general public as the creator and author of the newspaper comic strip, "Don Winslow of the Navy," which he started writing in 1934. It appears in more than 150 newspapers and is being televised over 45 stations. He also is the author of a book, *Know Your Man*, which discusses the proper selection and placement of employes.

Last Jan. 1 Mr. Martinek was appointed vice chairman of the Great Lakes OIIC District and since then has delivered more than 50 speeches throughout the Midwest on the subject, "Freedom Isn't Free."



How you can make useful products from refinery sludge

You can turn *any type* of fluid refinery sludge into useful products by the installation of a Monsanto-Ross Wilde sludge recovery unit to work with your sulfuric acid plant. In addition to making money, such installation will solve your sludge and H_2S disposal problems and improve your community relations by eliminating air and stream pollution.

If you do not have a contact sulfuric acid plant, Monsanto will build one for you that will handle SO_2 from the Monsanto-Ross Wilde installation and from any H_2S you may have.

Monsanto-designed plants, equipped with automatic controls which practically eliminate manual operation, will process any type of fluid refinery sludge. The only requirement is that sludge be reasonably free-flowing. Highly viscous sludge often can be mixed with that which is more fluid to get a usable consistency.

If you have problems of sludge and H_2S disposal and want to solve them by turning such refinery wastes into money, call in a Monsanto representative to survey your problem and explain how easy and economical it is to install Monsanto-Ross Wilde plants. For prompt action, mail the coupon, write or wire MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1744-H South Second Street, St. Louis 4, Missouri. FREE BOOKLET gives details on sludge acid recovery. Mail coupon for your copy.

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CHEMICALS—PLASTICS

MONSANTO CHEMICAL COMPANY
Organic Chemicals Division
1744-H South Second Street, St. Louis 4, Missouri

Please send: ..... Monsanto representative to survey our sludge acid and H_2S disposal problems;
..... Booklet on sludge acid recovery.

Name ..... *Title* .....
Company .....
Street .....
City ..... *Zone* ..... *State* .....

SERVING INDUSTRY . . . WHICH SERVES MANKIND

For efficient, low-cost handling of gasoline

For suction or discharge handling of gasoline — at pressures up to 125 pounds using one-time couplings — there's no finer hose made than Goodyear's Style WWH Tank Truck and Car Filler Hose.

Highly resistant to crushing and kinking, WWH can be easily rounded back into shape if accidentally flattened, thanks to its woven jacket with static-bonding wire filler. And its synthetic tube won't flake or swell in contact with gasoline.

From inside out, WWH is built to give you longer, lower-cost service. Ask the G.T.M. — Goodyear Technical Man — for details. See your nearest Goodyear Industrial Rubber Products Distributor, or write Goodyear, Akron 16, Ohio.

GOODYEAR

THE GREATEST NAME IN RUBBER

We think you'll like "THE GREATEST STORY EVER TOLD" — Every Sunday — ABC Network